

|                          |  |                        |                        |
|--------------------------|--|------------------------|------------------------|
| SERFF Tracking Number:   | CFAP-128087219                                 | State:                 | District of Columbia   |
| Filing Company:          | CareFirst BlueChoice, Inc.                     | State Tracking Number: |                        |
| Company Tracking Number: | 1720   |                        |                        |
| TOI:                     | H10G Group Health - Dental                     | Sub-TOI:               | H10G.000 Health Dental |
| Product Name:            | FILING #1720 DC BC SMALL GROUP DENTAL          |                        |                        |
| Project Name/Number:     | DC BC SMALL GROUP DENTAL RATES EFF 201207/1720 |                        |                        |

## Rate Information

Rate data applies to filing.

|  |            |
|--|------------|
| <b>Filing Method:</b>                            | ELECTRONIC |
| <b>Rate Change Type:</b>                         | Increase   |
| <b>Overall Percentage of Last Rate Revision:</b> | 2.600%     |
| <b>Effective Date of Last Rate Revision:</b>     | 07/01/2010 |
| <b>Filing Method of Last Filing:</b>             | ELECTRONIC |

## Company Rate Information

| Company Name:                 | Overall %<br>Indicated<br>Change: | Overall % Rate<br>Impact: | Written<br>Premium<br>Change for<br>this Program: | # of Policy<br>Holders<br>Affected for this<br>Program: | Written<br>Premium for<br>this Program: | Maximum %<br>Change (where<br>required): | Minimum %<br>Change (where<br>required): |
|-------------------------------|-----------------------------------|---------------------------|---|---|---|--|--|
| CareFirst BlueChoice,<br>Inc. | 5.200%                            | 5.200%                    | \$93,557  | 3,268   | \$1,892,736                             | %  | %  |

SERFF Tracking Number: CFAP-128087219 State: District of Columbia  
Filing Company: CareFirst BlueChoice, Inc. State Tracking Number:  
Company Tracking Number: 1720  
TOI: H10G Group Health - Dental Sub-TOI: H10G.000 Health Dental  
Product Name: FILING #1720 DC BC SMALL GROUP DENTAL  
Project Name/Number: DC BC SMALL GROUP DENTAL RATES EFF 201207/1720

## Rate/Rule Schedule

| Schedule Item Status: | Document Name:               | Affected Form Numbers:<br>(Separated with commas)  | Rate Action: | Rate Action Information:   | Attachments                             |
|-----------------------|------------------------------|--|--------------|--|---|
|                       | File_1720_DC_BC_RA TE FILING | DC/CF/GC (R. 1/09), DC/CF/GC (R. 10/11), DC/CF/COC DEN (9/04), DC/CF/EOC/D-V (1/12), DC/CF/DO-DOCS (R. 6/09), DC/CF/DO-DOCS (R. 10/11), DC/CF/DO-SOB (R. 1/04), DC/CF/ELIG (9/04), DC/GHMSI/DOL APPEAL (R. 11/11), DC/BC/DENTAL RIDER (R. 6/09), and any required amendments | Revised      | Previous State Filing Number: 1376<br>Percent Rate Change Request: 5.200 | File_1720_DC_B C_201207 Rate Filing.pdf |



CareFirst BlueCross BlueShield

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***Small Group Accounts of 2-50 Contracts***  
**in**  
**the District of Columbia**

**Rates to Become Effective 07/01/12**

## **BlueChoice DC Traditional & Preferred (PPO) Dental Form Numbers - 07/12**

### **Non-Rider & Freestanding Dental forms:**

DC/CF/GC (R. 1/09)  
DC/CF/GC (R. 10/11)  
DC/CF/COC DEN (9/04)  
DC/CF/EOC/D-V (1/12)  
DC/CF/DO-DOCS (R. 6/09)  
DC/CF/DO-DOCS (R. 10/11)  
DC/CF/DO-SOB (R. 1/04)  
DC/CF/ELIG (9/04)  
DC/GHMSI/DOL APPEAL (R. 11/11)  
and any required amendments

### **Dental Rider (groups with parallel enrollment):**

DC/BC/DENTAL RIDER (R. 6/09)  
and any required amendments



# CareFirst BlueCross BlueShield

## COMMUNITY RATED GROUP ACCOUNTS OF 2-50 CONTRACTS

JURISDICTION: DISTRICT OF COLUMBIA

RIDER\* TRADITIONAL DENTAL CARE BENEFITS

MONTHLY PREMIUMS EFFECTIVE 07/01/2012

### ANCILLARY BENEFITS

Rider & Non-Rider Dental Coverage

(Not Age Rated)

### PLAN DESIGN

### Individual

|  |             |
|--|-------------|
| Individual Annual Deductible                   | \$50        |
| Non-Individual Annual Deductible               | \$150       |
| Coinsurance                                    | CLASS 1 80% |
|  | CLASS 2 50% |
|  | CLASS 3 50% |
|  | CLASS 4 50% |
| \$1,000 Annual Benefit Maximum per Participant |             |

### OPTION 1 \$27

|  |              |
|--|--------------|
| Individual Annual Deductible                   | \$50         |
| Non-Individual Annual Deductible               | \$150        |
| Coinsurance                                    | CLASS 1 100% |
|  | CLASS 2 80%  |
|  | CLASS 3 50%  |
|  | CLASS 4 50%  |
| \$1,000 Annual Benefit Maximum per Participant |              |

### OPTION 2 \$32

|  |              |
|--|--------------|
| Individual Annual Deductible                   | \$50         |
| Non-Individual Annual Deductible               | \$150        |
| Coinsurance                                    | CLASS 1 100% |
|  | CLASS 2 80%  |
|  | CLASS 3 80%  |
|  | CLASS 4 50%  |
| \$1,000 Annual Benefit Maximum per Participant |              |

### OPTION 3 \$33

|  |              |
|--|--------------|
| Individual Annual Deductible                   | \$50         |
| Non-Individual Annual Deductible               | \$150        |
| Coinsurance                                    | CLASS 1 100% |
|  | CLASS 2 80%  |
|  | CLASS 3 80%  |
|  | CLASS 4 50%  |
| \$1,500 Annual Benefit Maximum per Participant |              |

### OPTION 4 \$35

### Optional Riders

|                |   |     |
|----------------|---|-----|
| ORTHODONTICS : | 50% Coinsurance                                 |     |
|                | \$800 Lifetime Benefit Maximum per Participant  | \$1 |
|                | \$1200 Lifetime Benefit Maximum per Participant | \$2 |

|          |  |
|----------|--|
| Class 1: | Preventive and Diagnostic Services         |
| Class 2: | Therapeutic and Minor Restorative Services |
| Class 3: | Periodontic and Endodontic Services        |
| Class 4: | Prosthodontic and Major Restorative        |

\*Groups which also have a medical product with CareFirst BlueCross BlueShield will be offered the rider rate, but will receive a non-rider contract.

Note: The dental group tier structure must match the medical group tier structure. Please refer to "Calculation of Monthly

Premiums" page in the actuarial memorandum for instructions on calculating tiered rates.

Deductible Credit will be included in the regional dental benefits. This gives subscribers credit for deductibles paid in the same period to another carrier.



# CareFirst BlueCross BlueShield

**COMMUNITY RATED GROUP ACCOUNTS OF 2-50 CONTRACTS  
JURISDICTION: DISTRICT OF COLUMBIA  
FREESTANDING TRADITIONAL DENTAL CARE BENEFITS\*  
MONTHLY PREMIUMS EFFECTIVE 07/01/2012**

## ANCILLARY BENEFITS

Freestanding Dental Coverage  
(Not Age Rated)

## PLAN DESIGN

## Individual

|  |             |
|--|-------------|
| Individual Annual Deductible                   | \$50        |
| Non-Individual Annual Deductible               | \$150       |
| Coinsurance                                    | CLASS 1 80% |
|  | CLASS 2 50% |
|  | CLASS 3 50% |
|  | CLASS 4 50% |
| \$1,000 Annual Benefit Maximum per Participant |             |

### OPTION 1 \$31

|  |              |
|--|--------------|
| Individual Annual Deductible                   | \$50         |
| Non-Individual Annual Deductible               | \$150        |
| Coinsurance                                    | CLASS 1 100% |
|  | CLASS 2 80%  |
|  | CLASS 3 50%  |
|  | CLASS 4 50%  |
| \$1,000 Annual Benefit Maximum per Participant |              |

### OPTION 2 \$37

|  |              |
|--|--------------|
| Individual Annual Deductible                   | \$50         |
| Non-Individual Annual Deductible               | \$150        |
| Coinsurance                                    | CLASS 1 100% |
|  | CLASS 2 80%  |
|  | CLASS 3 80%  |
|  | CLASS 4 50%  |
| \$1,000 Annual Benefit Maximum per Participant |              |

### OPTION 3 \$38

|  |              |
|--|--------------|
| Individual Annual Deductible                   | \$50         |
| Non-Individual Annual Deductible               | \$150        |
| Coinsurance                                    | CLASS 1 100% |
|  | CLASS 2 80%  |
|  | CLASS 3 80%  |
|  | CLASS 4 50%  |
| \$1,500 Annual Benefit Maximum per Participant |              |

### OPTION 4 \$40

## Optional Riders

|                |   |     |
|----------------|---|-----|
| ORTHODONTICS : | 50% Coinsurance                                 |     |
|                | \$800 Lifetime Benefit Maximum per Participant  | \$1 |
|                | \$1200 Lifetime Benefit Maximum per Participant | \$2 |

|                 |   |
|-----------------|---|
| <b>Class 1:</b> | <b>Preventive and Diagnostic Services</b>         |
| <b>Class 2:</b> | <b>Therapeutic and Minor Restorative Services</b> |
| <b>Class 3:</b> | <b>Periodontic and Endodontic Services</b>        |
| <b>Class 4:</b> | <b>Prosthodontic and Major Restorative</b>        |

\*Individual Freestanding Traditional rates determined by applying freestanding factor of 1.15 to individual Rider  
Traditional rates and rounding to the nearest whole dollar

Note: The dental group tier structure must match the medical group tier structure. Please refer to "Calculation of Monthly Premiums" page in the actuarial memorandum for instructions on calculating tiered rates.

Deductible Credit will be included in the regional dental benefits. This gives subscribers credit for deductibles paid in the same period to another carrier.



# CareFirst BlueCross BlueShield

## COMMUNITY RATED GROUP ACCOUNTS OF 2-50 CONTRACTS

JURISDICTION: DISTRICT OF COLUMBIA

RIDER PREFERRED (PPO) DENTAL CARE BENEFITS\*

MONTHLY PREMIUMS EFFECTIVE 07/01/2012

### ANCILLARY BENEFITS

Rider & Non-Rider Dental Coverage  
(Not Age Rated)

|  | <u>IN-NETWORK</u> | <u>OUT-OF-NETWORK</u> | <u>Individual</u> |
|--|-------------------|-----------------------|-------------------|
| Individual Annual Deductible                   | \$25              | \$50                  |                   |
| Non-Individual Annual Deductible               | \$75              | \$150                 |                   |
| Coinurance                                     |                   |                       |                   |
| CLASS 1  | 80%               | 60%                   |                   |
| CLASS 2  | 50%               | 35%                   |                   |
| CLASS 3  | 50%               | 35%                   |                   |
| CLASS 4  | 50%               | 35%                   |                   |
| \$1,000 Annual Benefit Maximum per Participant |                   |                       |                   |

### OPTION 1 \$22

|  | <u>IN-NETWORK</u> | <u>OUT-OF-NETWORK</u> |
|--|-------------------|-----------------------|
| Individual Annual Deductible                   | \$25              | \$50                  |
| Non-Individual Annual Deductible               | \$75              | \$150                 |
| Coinurance                                     |                   |                       |
| CLASS 1  | 100%              | 80%                   |
| CLASS 2  | 80%               | 60%                   |
| CLASS 3  | 50%               | 35%                   |
| CLASS 4  | 50%               | 35%                   |
| \$1,000 Annual Benefit Maximum per Participant |                   |                       |

### OPTION 2 \$26

|  | <u>IN-NETWORK</u> | <u>OUT-OF-NETWORK</u> |
|--|-------------------|-----------------------|
| Individual Annual Deductible                   | \$25              | \$50                  |
| Non-Individual Annual Deductible               | \$75              | \$150                 |
| Coinurance                                     |                   |                       |
| CLASS 1  | 100%              | 80%                   |
| CLASS 2  | 80%               | 60%                   |
| CLASS 3  | 80%               | 60%                   |
| CLASS 4  | 50%               | 35%                   |
| \$1,000 Annual Benefit Maximum per Participant |                   |                       |

### OPTION 3 \$27

|  | <u>IN-NETWORK</u> | <u>OUT-OF-NETWORK</u> |
|--|-------------------|-----------------------|
| Individual Annual Deductible                   | \$25              | \$50                  |
| Non-Individual Annual Deductible               | \$75              | \$150                 |
| Coinurance                                     |                   |                       |
| CLASS 1  | 100%              | 80%                   |
| CLASS 2  | 80%               | 60%                   |
| CLASS 3  | 80%               | 60%                   |
| CLASS 4  | 50%               | 35%                   |
| \$1,500 Annual Benefit Maximum per Participant |                   |                       |

### OPTION 4 \$28

| <u>OPTIONAL RIDERS</u>    | <u>IN-NETWORK</u>                               | <u>OUT-OF-NETWORK</u> |     |
|---------------------------|---|-----------------------|-----|
| ORTHODONTICS : Coinurance | 50%   | 35%                   |     |
|                           | \$800 Lifetime Benefit Maximum per Participant  |                       | \$1 |
|                           | \$1200 Lifetime Benefit Maximum per Participant |                       | \$2 |

|                 |   |
|-----------------|---|
| <b>Class 1:</b> | <b>Preventive and Diagnostic Services</b>         |
| <b>Class 2:</b> | <b>Therapeutic and Minor Restorative Services</b> |
| <b>Class 3:</b> | <b>Periodontic and Endodontic Services</b>        |
| <b>Class 4:</b> | <b>Prosthodontic and Major Restorative</b>        |

\*Groups which also have a medical product with CareFirst BlueCross BlueShield will be offered the rider rate, but will receive a non-rider contract.

Individual Rider PPO rates determined by applying a factor of (1/1.24) to Individual Rider Traditional rates and rounding to the nearest whole dollar

Note: The dental group tier structure must match the medical group tier structure. Please refer to "Calculation of Monthly Premiums" page in the actuarial memorandum for instructions on calculating tiered rates.

Deductible Credit will be included in the regional dental benefits. This gives subscribers credit for deductibles paid in the same period to another carrier.



# CareFirst BlueCross BlueShield

**COMMUNITY RATED GROUP ACCOUNTS OF 2-50 CONTRACTS  
JURISDICTION: DISTRICT OF COLUMBIA  
FREESTANDING PREFERRED (PPO) DENTAL CARE BENEFITS\*  
MONTHLY PREMIUMS EFFECTIVE 07/01/2012**

**ANCILLARY BENEFITS**

Freestanding Dental Coverage  
(Not Age Rated)

|  | <u>IN-NETWORK</u> | <u>OUT-OF-NETWORK</u> | <u>Individual</u> |
|--|-------------------|-----------------------|-------------------|
| Individual Annual Deductible                   | \$25              | \$50                  |                   |
| Non-Individual Annual Deductible               | \$75              | \$150                 |                   |
| Coinurance                                     | CLASS 1           | 80%                   | 60%               |
|  | CLASS 2           | 50%                   | 35%               |
|  | CLASS 3           | 50%                   | 35%               |
|  | CLASS 4           | 50%                   | 35%               |
| \$1,000 Annual Benefit Maximum per Participant |                   |                       |                   |
| <b>OPTION 1</b>                                |                   |                       | <b>\$25</b>       |

|  | <u>IN-NETWORK</u> | <u>OUT-OF-NETWORK</u> |             |
|--|-------------------|-----------------------|-------------|
| Individual Annual Deductible                   | \$25              | \$50                  |             |
| Non-Individual Annual Deductible               | \$75              | \$150                 |             |
| Coinurance                                     | CLASS 1           | 100%                  | 80%         |
|  | CLASS 2           | 80%                   | 60%         |
|  | CLASS 3           | 50%                   | 35%         |
|  | CLASS 4           | 50%                   | 35%         |
| \$1,000 Annual Benefit Maximum per Participant |                   |                       |             |
| <b>OPTION 2</b>                                |                   |                       | <b>\$30</b> |

|  | <u>IN-NETWORK</u> | <u>OUT-OF-NETWORK</u> |             |
|--|-------------------|-----------------------|-------------|
| Individual Annual Deductible                   | \$25              | \$50                  |             |
| Non-Individual Annual Deductible               | \$75              | \$150                 |             |
| Coinurance                                     | CLASS 1           | 100%                  | 80%         |
|  | CLASS 2           | 80%                   | 60%         |
|  | CLASS 3           | 80%                   | 60%         |
|  | CLASS 4           | 50%                   | 35%         |
| \$1,000 Annual Benefit Maximum per Participant |                   |                       |             |
| <b>OPTION 3</b>                                |                   |                       | <b>\$31</b> |

|  | <u>IN-NETWORK</u> | <u>OUT-OF-NETWORK</u> |             |
|--|-------------------|-----------------------|-------------|
| Individual Annual Deductible                   | \$25              | \$50                  |             |
| Non-Individual Annual Deductible               | \$75              | \$150                 |             |
| Coinurance                                     | CLASS 1           | 100%                  | 80%         |
|  | CLASS 2           | 80%                   | 60%         |
|  | CLASS 3           | 80%                   | 60%         |
|  | CLASS 4           | 50%                   | 35%         |
| \$1,500 Annual Benefit Maximum per Participant |                   |                       |             |
| <b>OPTION 4</b>                                |                   |                       | <b>\$32</b> |

| <u>OPTIONAL RIDERS</u>                          | <u>IN-NETWORK</u> | <u>OUT-OF-NETWORK</u> |            |
|---|-------------------|-----------------------|------------|
| ORTHODONTICS : Coinurance                       | 50%               | 35%                   |            |
| \$800 Lifetime Benefit Maximum per Participant  |                   |                       | <b>\$1</b> |
| \$1200 Lifetime Benefit Maximum per Participant |                   |                       | <b>\$2</b> |

**Class 1:** Preventive and Diagnostic Services  
**Class 2:** Therapeutic and Minor Restorative Services  
**Class 3:** Periodontic and Endodontic Services  
**Class 4:** Prosthodontic and Major Restorative

\*Individual Freestanding PPO rates determined by applying freestanding factor of 1.15 to individual Rider PPO rates and rounding to the nearest whole dollar

Note: The dental group tier structure must match the medical group tier structure. Please refer to "Calculation of Monthly Premiums" page in the actuarial memorandum for instructions on calculating tiered rates.

Deductible Credit will be included in the regional dental benefits. This gives subscribers credit for deductibles paid in the same period to another carrier.



SERFF Tracking Number: CFAP-128087219 State: District of Columbia  
Filing Company: CareFirst BlueChoice, Inc. State Tracking Number:  
Company Tracking Number: 1720  
TOI: H10G Group Health - Dental Sub-TOI: H10G.000 Health Dental  
Product Name: FILING #1720 DC BC SMALL GROUP DENTAL  
Project Name/Number: DC BC SMALL GROUP DENTAL RATES EFF 201207/1720

## Supporting Document Schedules

|  | Item Status: | Status<br>Date: |
|--|--------------|-----------------|
| <b>Satisfied - Item:</b> Actuarial Justification |              |                 |
| <b>Comments:</b>                                 |              |                 |
| <b>Attachment:</b>                               |              |                 |
| File_1720_DC_BC_201207 Actuarial Memorandum.pdf  |              |                 |

**BlueChoice, Incorporated  
dba CareFirst BlueCross BlueShield**

**District of Columbia  
Small Group Dental Coverage**

**File # 1720**

**CareFirst BlueCross BlueShield**  
**Traditional & Preferred (PPO) Dental Products**  
**Rate Filing # 1720 - Actuarial Memorandum**  
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| A               | Incremental and Renewal Rate Increase Exhibit   |

## ACTUARIAL CERTIFICATION

I, Dwayne Lucado, am a Pricing Actuary with CareFirst BlueCross BlueShield of which CareFirst BlueChoice, Incorporated is a subsidiary. I am a member of the American Academy of Actuaries. I have been involved in the development of these rates.

To the best of my knowledge and judgment, this rate filing complies with applicable laws and regulations of the District of Columbia and produces premiums that are reasonable in relation to benefits provided.

Dwayne  
Lucado



Digitally signed by Dwayne Lucado  
DN: cn=Dwayne Lucado, o=CareFirst BlueCross  
BlueShield, ou=Actuarial Pricing Department,  
email=dwayne.lucado@carefirst.com, c=US  
Date: 2012.02.21 15:27:38 -05'00'

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Dwayne Lucado, FSA, MAAA  
Associate Actuary  
CareFirst BlueCross BlueShield  
Mail Drop-Point 01-780  
Pricing Department  
10455 Mill Run Circle  
Owings Mills, MD 21117

**CareFirst BlueChoice, Inc.**  
**DISTRICT OF COLUMBIA**  
**SMALL GROUP TRADITIONAL & PREFERRED (PPO) DENTAL BUSINESS**

**Rate Filing Summary (Filing # 1720)**

This submission pertains to the small group dental business of BlueChoice, Inc.  
The proposed effective date is 07/01/2012.  
Our proposal is summarized below.

**PROPOSED RATE CHANGE**

| Product                      | Proposed Composite<br>Rate Increase 07/01/2012<br>vs. 07/01/10 Rates |
|------------------------------|--|
| Traditional Rider            | 5.2%   |
| Traditional Freestanding     | 5.2%   |
| Preferred (PPO) Rider        | 5.2%   |
| Preferred (PPO) Freestanding | 5.2%   |

The form numbers associated with these rates are displayed in the rate filing



# CAREFIRST BLUECROSS BLUESHIELD

## DC - Dental Coverages

### Incremental Rate Change History

| Effective Date           | Traditional Rider   | Traditional Freestanding | Preferred (PPO) Rider | Preferred (PPO) Freestanding |
|--------------------------|---------------------|--------------------------|-----------------------|------------------------------|
|                          | Percentage Increase | Percentage Increase      | Percentage Increase   | Percentage Increase          |
| 07/01/94                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 10/01/94                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 10/01/95                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 07/01/96                 | 15.0%               | 15.0%                    | 15.0%                 | 15.0%                        |
| 10/01/96                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 01/01/97                 | 9.0%                | 9.0%                     | 9.0%                  | 9.0%                         |
| 08/01/97                 | 30.0%               | 30.0%                    | 30.0%                 | 30.0%                        |
| 09/01/97                 | 6.2%                | 6.2%                     | 6.2%                  | 6.2%                         |
| 01/01/98                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 04/01/98                 | 6.0%                | 6.0%                     | 6.0%                  | 6.0%                         |
| 08/01/98                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 02/01/99                 | 4.7%                | 16.0%                    | 4.7%                  | 16.0%                        |
| 07/01/99                 | 3.0%                | 20.0%                    | 3.0%                  | 20.0%                        |
| 01/01/00                 | 0.0%                | 13.3%                    | 0.0%                  | 13.3%                        |
| 07/01/00                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 01/01/01                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 07/01/01                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 01/01/02                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 07/01/02                 | 0.0%                | (25.0%)                  | 0.0%                  | (25.0%)                      |
| 01/01/03                 | 21.4%               | 21.4%                    | 21.4%                 | 21.4%                        |
| 04/01/04                 | 3.0%                | 3.0%                     | 3.0%                  | 3.0%                         |
| 01/01/07                 | 5.0%                | 5.0%                     | 5.0%                  | 5.0%                         |
| 01/01/08*                | 5.0%                | 9.8%                     | 5.0%                  | 9.8%                         |
| 01/01/09                 | 6.7%                | 6.7%                     | 3.4%                  | 3.4%                         |
| 07/01/09                 | 4.6%                | 4.6%                     | 4.6%                  | 4.6%                         |
| 04/01/10                 | 2.1%                | 2.1%                     | 2.1%                  | 2.1%                         |
| 07/01/10                 | 2.6%                | 2.6%                     | 2.6%                  | 2.6%                         |
| 10/01/10                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 01/01/11                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| 07/01/11                 | 0.0%                | 0.0%                     | 0.0%                  | 0.0%                         |
| <b>Proposed 07/01/12</b> | <b>5.2%</b>         | <b>5.2%</b>              | <b>5.2%</b>           | <b>5.2%</b>                  |

\* The 9.8% increase in freestanding rates was a combination of a 5.0% dental rate increase and an increase in the FS factor from 1.10 to 1.15.

**CAREFIRST BLUECROSS BLUESHIELD**  
**DERIVATION OF NECESSARY RATE ACTION BASED ON EXPERIENCE DATA**  
**DC Small Group Traditional & Preferred (PPO) Dental Filing**  
**EXPERIENCE SUMMARY AND PRICING WORKSHEET FOR RATES EFFECTIVE 07/01/2012**

EXPERIENCE PERIOD (EP): 07/01/2010 - 06/30/2011 Paid Through 08/31/2011 (12/14)

PROJECTION PERIOD: 07/01/2012 - 06/30/2014

**Rider and Freestanding Business**

| <u>DENTAL PRODUCTS</u>                   | CONTRACTS<br>ON 08/31/11 | MEMBER<br>MONTHS<br>DURING EP | INCURRED<br>CLAIMS<br>DURING EP | INCOME<br>DURING EP | LOSS<br>RATIO | PRICING<br>TREND | 30.0<br>Month<br>Trend<br>Factor | Fee<br>Schedule<br>Increase | PROJECTED<br>CLAIMS | DESIRED<br>INCURRED<br>CLAIMS<br>RATIO | REQUIRED<br>INCOME  | INCOME<br>ADJ<br>FACTORS | INCOME AT<br>07/10 Level | LOSS RATIO<br>W/O A RATE<br>INCREASE<br>INCOME AT<br>07/10 Level | NEEDED<br>RATE<br>INCREASE<br>07/12 vs<br>07/10 | PROPOSED<br>RATE<br>INCREASE<br>07/12 vs<br>07/10 |
|--|--------------------------|-------------------------------|---------------------------------|---------------------|---------------|------------------|----------------------------------|-----------------------------|---------------------|--|---------------------|--------------------------|--------------------------|--|---|---|
| <b><u>GHMSI</u></b>                      |                          |                               |                                 |                     |               |                  |                                  |                             |                     |  |                     |                          |                          |  |   |   |
| 50- COMMUNITY DC Traditional             | 14,898                   | 318,038                       | \$5,895,752                     | \$8,849,895         | 66.6%         | 1.0151           | 1.0382                           | 1.0340                      | \$6,329,082         | 66.0%                                  | \$9,589,519         | 1.0166                   | \$8,996,907              | 70.3%  | 6.6%  | 5.2%  |
| 50- COMMUNITY DC PPO                     | 1,429                    | 28,074                        | \$391,748                       | \$636,665           | 61.5%         | 1.0151           | 1.0382                           | 1.0389                      | \$422,539           | 66.0%                                  | \$640,211           | 1.0149                   | \$646,166                | 65.4%  | -0.9%   | 5.2%  |
| <b>Total:</b>                            | <b>16,327</b>            | <b>346,112</b>                | <b>\$6,287,500</b>              | <b>\$9,486,560</b>  | <b>66.3%</b>  | 1.0151           | 1.0382                           | 1.0343                      | <b>\$6,751,622</b>  | 66.0%                                  | <b>\$10,229,730</b> | 1.0165                   | <b>\$9,643,073</b>       | 70.0%  | <b>6.1%</b>                                     | <b>5.2%</b>                                       |
| <b><u>BLUECHOICE</u></b>                 |                          |                               |                                 |                     |               |                  |                                  |                             |                     |  |                     |                          |                          |  |   |   |
| 50- COMMUNITY DC Traditional             | 2,984                    | 59,908                        | \$1,059,833                     | \$1,690,058         | 62.7%         | 1.0151           | 1.0382                           | 1.0340                      | \$1,137,730         | 66.0%                                  | \$1,723,833         | 1.0174                   | \$1,719,405              | 66.2%  | 0.3%  | 5.2%  |
| 50- COMMUNITY DC PPO                     | 284                      | 4,720                         | \$73,137                        | \$109,121           | 67.0%         | 1.0151           | 1.0382                           | 1.0389                      | \$78,886            | 66.0%                                  | \$119,524           | 1.0160                   | \$110,863                | 71.2%  | 7.8%  | 5.2%  |
| <b>Total:</b>                            | <b>3,268</b>             | <b>64,628</b>                 | <b>\$1,132,971</b>              | <b>\$1,799,178</b>  | <b>63.0%</b>  | 1.0151           | 1.0382                           | 1.0343                      | <b>\$1,216,616</b>  | 66.0%                                  | <b>\$1,843,357</b>  | 1.0173                   | <b>\$1,830,268</b>       | 66.5%  | <b>0.7%</b>                                     | <b>5.2%</b>                                       |
| <b><u>Total GHMSI and BlueChoice</u></b> |                          |                               |                                 |                     |               |                  |                                  |                             |                     |  |                     |                          |                          |  |   |   |
| 50- COMMUNITY DC Traditional             | 17,882                   | 377,946                       | \$6,955,585                     | \$10,539,953        | 66.0%         | 1.0151           | 1.0382                           | 1.0340                      | \$7,466,812         | 66.0%                                  | \$11,313,352        | 1.0167                   | \$10,716,312             | 69.7%  | 5.6%  | 5.2%  |
| 50- COMMUNITY DC PPO                     | 1,713                    | 32,794                        | \$464,886                       | \$745,786           | 62.3%         | 1.0151           | 1.0382                           | 1.0389                      | \$501,425           | 66.0%                                  | \$759,735           | 1.0151                   | \$757,029                | 66.2%  | 0.4%  | 5.2%  |
| <b>Total:</b>                            | <b>19,595</b>            | <b>410,740</b>                | <b>\$7,420,471</b>              | <b>\$11,285,738</b> | <b>65.8%</b>  | 1.0151           | 1.0382                           | 1.0343                      | <b>\$7,968,238</b>  | 66.0%                                  | <b>\$12,073,087</b> | 1.0166                   | <b>\$11,473,341</b>      | 69.5%  | <b>5.2%</b>                                     | <b>5.2%</b>                                       |

CareFirst BlueCross BlueShield  
Small Group Dental Rate Filing Effective 7/1/2012  
Development of Pricing Trends

|                                 | Traditional | Preferred (PPO) |
|---------------------------------|-------------|-----------------|
| Utilization Trend               | 1.0%        | 1.0%            |
| Margin                          | 0.5%        | 0.5%            |
| <b>Pricing Trend</b>            | <b>1.5%</b> | <b>1.5%</b>     |
| Jan 2012 Fee Schedule Increase* | 3.4%        | 3.9%            |
| <b>Cost Trend</b>               | <b>3.4%</b> | <b>3.9%</b>     |

\* We increased our PAR fee schedules by an average of 3.4% effective January 1, 2012. This also affected our Preferred (PPO) products, since the out-of-network portion of the Preferred benefits are paid at the PAR fee schedule. We also increased our PPO fee schedules by an additional 4.0% on average effective January 1, 2012.



CareFirst BlueCross BlueShield  
DC Rate Filing Effective 7/1/2012  
Development of Normalized Trends  
Experience Period: 7/1/2010 - 6/30/2011, Paid Through 8/31/2011  
BlueChoice DC Traditional

| (a)                  | (b)      | (c)    | (d)         | (e)                   | (f)                  | (g)      | (h)                          | (i)             | (j)                | (k)                          | (l)                 | (m)                           | (n)                     | (o)     | (p)              | (q)        | (r)             | (s)                | (t)                          | (u)                        | (v)                | (w)                 |  |
|----------------------|----------|--------|-------------|-----------------------|----------------------|----------|------------------------------|-----------------|--------------------|------------------------------|---------------------|-------------------------------|-------------------------|---------|------------------|------------|-----------------|--------------------|------------------------------|----------------------------|--------------------|---------------------|--|
| Current Rate Level   |          |        |             | Jul-10                |                      |          |                              | =(h)/(f)        |                    | =(h)/(c)                     |                     | Revenue at Current Rate Level |                         |         |                  | =(d) x (m) |                 | =(n)/(c)           |                              | Normalized Incurred Claims |                    |                     |  |
| Date                 | Contract | Member | Revenue     | Incurred&Pd<br>Claims | Completion<br>Factor | IBNR     | Estimated<br>Incurred Claims | Monthly<br>PMPM | Rolling-12<br>PMPM | Monthly<br>Observed<br>Trend | Rolling-12<br>Trend | Income<br>Adj.<br>Factor      | Income at Cur.<br>Rates | PMPM    | Monthly<br>Trend | Mix Factor | Monthly<br>PMPM | Rolling-12<br>PMPM | Monthly<br>Observed<br>Trend | Rolling-12<br>Trend        | Rolling-24<br>PMPM | Rolling-24<br>Trend |  |
| 200801               | 3,757    | 5,887  | \$140,732   | \$118,681             | 1.0000               | \$0      | \$118,681                    | \$20.16         |                    |                              |                     | 1.2220                        | \$171,980               | \$29.21 |                  | 1.0007     | \$20.15         |                    |                              |                            |                    |                     |  |
| 200802               | 3,835    | 5,979  | \$143,084   | \$98,619              | 1.0000               | \$0      | \$98,619                     | \$16.49         |                    |                              |                     | 1.2178                        | \$174,244               | \$29.14 | -0.2%            | 0.9982     | \$16.52         |                    |                              |                            |                    |                     |  |
| 200803               | 3,815    | 5,956  | \$143,012   | \$88,638              | 1.0000               | \$0      | \$88,638                     | \$14.88         |                    |                              |                     | 1.2139                        | \$173,600               | \$29.15 | 0.0%             | 0.9984     | \$14.91         |                    |                              |                            |                    |                     |  |
| 200804               | 3,784    | 5,875  | \$141,582   | \$98,329              | 1.0000               | \$0      | \$98,329                     | \$16.74         |                    |                              |                     | 1.2099                        | \$171,305               | \$29.16 | 0.0%             | 0.9988     | \$16.76         |                    |                              |                            |                    |                     |  |
| 200805               | 3,793    | 5,933  | \$142,767   | \$82,622              | 1.0000               | \$0      | \$82,622                     | \$13.93         |                    |                              |                     | 1.2065                        | \$172,255               | \$29.03 | -0.4%            | 0.9945     | \$14.00         |                    |                              |                            |                    |                     |  |
| 200806               | 3,813    | 5,939  | \$143,712   | \$90,869              | 1.0000               | \$0      | \$90,869                     | \$15.30         |                    |                              |                     | 1.1998                        | \$172,427               | \$29.03 | 0.0%             | 0.9945     | \$15.39         |                    |                              |                            |                    |                     |  |
| 200807               | 3,805    | 5,899  | \$143,733   | \$88,265              | 1.0000               | \$0      | \$88,265                     | \$14.96         |                    |                              |                     | 1.1940                        | \$171,623               | \$29.09 | 0.2%             | 0.9966     | \$15.01         |                    |                              |                            |                    |                     |  |
| 200808               | 3,830    | 5,936  | \$144,314   | \$92,623              | 1.0000               | \$0      | \$92,623                     | \$15.60         |                    |                              |                     | 1.1898                        | \$171,705               | \$28.93 | -0.6%            | 0.9908     | \$15.75         |                    |                              |                            |                    |                     |  |
| 200809               | 3,800    | 5,903  | \$144,851   | \$94,497              | 1.0000               | \$0      | \$94,497                     | \$16.01         |                    |                              |                     | 1.1841                        | \$171,513               | \$29.06 | 0.4%             | 0.9952     | \$16.08         |                    |                              |                            |                    |                     |  |
| 200810               | 3,897    | 6,037  | \$148,298   | \$101,649             | 1.0000               | \$0      | \$101,649                    | \$16.84         |                    |                              |                     | 1.1820                        | \$175,284               | \$29.04 | -0.1%            | 0.9946     | \$16.93         |                    |                              |                            |                    |                     |  |
| 200811               | 3,885    | 6,015  | \$148,327   | \$93,682              | 1.0000               | \$0      | \$93,682                     | \$15.57         |                    |                              |                     | 1.1756                        | \$174,372               | \$28.99 | -0.2%            | 0.9930     | \$15.68         |                    |                              |                            |                    |                     |  |
| 200812               | 3,858    | 5,984  | \$147,628   | \$101,035             | 1.0000               | \$0      | \$101,035                    | \$16.88         | \$16.11            |                              |                     | 1.1691                        | \$172,599               | \$28.84 | -0.5%            | 0.9880     | \$17.09         | \$16.19            |                              |                            |                    |                     |  |
| 200901               | 3,760    | 5,794  | \$144,948   | \$98,457              | 1.0000               | \$0      | \$98,457                     | \$16.99         | \$15.85            | -15.7%                       |                     | 1.1613                        | \$168,331               | \$29.05 | 0.7%             | 0.9952     | \$17.08         | \$15.93            | -15.2%                       |                            |                    |                     |  |
| 200902               | 3,690    | 5,698  | \$143,745   | \$96,528              | 1.0000               | \$0      | \$96,528                     | \$16.94         | \$15.88            | 2.7%                         |                     | 1.1559                        | \$166,152               | \$29.16 | 0.4%             | 0.9988     | \$16.96         | \$15.97            | 2.6%                         |                            |                    |                     |  |
| 200903               | 3,692    | 5,717  | \$144,481   | \$101,956             | 1.0000               | \$0      | \$101,956                    | \$17.83         | \$16.12            | 19.8%                        |                     | 1.1523                        | \$166,481               | \$29.12 | -0.1%            | 0.9975     | \$17.88         | \$16.21            | 19.9%                        |                            |                    |                     |  |
| 200904               | 3,745    | 5,845  | \$148,019   | \$114,859             | 1.0000               | \$0      | \$114,859                    | \$19.65         | \$16.37            | 17.4%                        |                     | 1.1469                        | \$169,762               | \$29.04 | -0.3%            | 0.9949     | \$19.75         | \$16.46            | 17.9%                        |                            |                    |                     |  |
| 200905               | 3,707    | 5,804  | \$147,364   | \$92,899              | 1.0000               | \$0      | \$92,899                     | \$16.01         | \$16.54            | 14.9%                        |                     | 1.1409                        | \$168,135               | \$28.97 | -0.3%            | 0.9923     | \$16.13         | \$16.64            | 15.2%                        |                            |                    |                     |  |
| 200906               | 3,724    | 5,815  | \$147,693   | \$99,272              | 1.0000               | \$0      | \$99,272                     | \$17.07         | \$16.69            | 11.6%                        |                     | 1.1346                        | \$167,572               | \$28.82 | -0.5%            | 0.9871     | \$17.29         | \$16.80            | 12.4%                        |                            |                    |                     |  |
| 200907               | 3,640    | 5,687  | \$146,737   | \$96,538              | 1.0000               | \$0      | \$96,538                     | \$16.98         | \$16.86            | 13.5%                        |                     | 1.1224                        | \$164,702               | \$28.96 | 0.5%             | 0.9920     | \$17.11         | \$16.97            | 14.0%                        |                            |                    |                     |  |
| 200908               | 3,561    | 5,593  | \$145,319   | \$98,815              | 1.0000               | \$0      | \$98,815                     | \$17.67         | \$17.03            | 13.2%                        |                     | 1.1139                        | \$161,873               | \$28.94 | -0.1%            | 0.9914     | \$17.82         | \$17.14            | 13.2%                        |                            |                    |                     |  |
| 200909               | 3,539    | 5,552  | \$145,260   | \$92,796              | 1.0000               | \$1      | \$92,796                     | \$16.71         | \$17.09            | 4.4%                         |                     | 1.1067                        | \$160,762               | \$28.96 | 0.0%             | 0.9918     | \$16.85         | \$17.21            | 4.8%                         |                            |                    |                     |  |
| 200910               | 3,538    | 5,565  | \$146,836   | \$85,901              | 1.0000               | \$0      | \$85,902                     | \$15.44         | \$16.98            | -8.3%                        |                     | 1.0922                        | \$160,367               | \$28.82 | -0.5%            | 0.9871     | \$15.64         | \$17.11            | -7.6%                        |                            |                    |                     |  |
| 200911               | 3,523    | 5,549  | \$148,951   | \$79,555              | 0.9990               | \$78     | \$79,633                     | \$14.35         | \$16.89            | -7.9%                        |                     | 1.0813                        | \$161,062               | \$29.03 | 0.7%             | 0.9942     | \$14.43         | \$17.02            | -8.0%                        |                            |                    |                     |  |
| 200912               | 3,387    | 5,305  | \$143,561   | \$80,131              | 0.9990               | \$79     | \$80,211                     | \$15.12         | \$16.75            | -10.4%                       | 4.0%                | 1.0708                        | \$153,725               | \$28.98 | -0.2%            | 0.9926     | \$15.23         | \$16.87            | -10.9%                       | 4.2%                       | \$16.52            |                     |  |
| 201001               | 3,459    | 5,439  | \$149,256   | \$98,122              | 0.9990               | \$94     | \$98,216                     | \$18.06         | \$16.84            | 6.3%                         | 6.2%                | 1.0737                        | \$160,255               | \$29.46 | 1.7%             | 1.0092     | \$17.89         | \$16.94            | 4.8%                         | 6.3%                       | \$16.42            |                     |  |
| 201002               | 3,451    | 5,382  | \$148,117   | \$79,323              | 0.9990               | \$78     | \$79,401                     | \$14.75         | \$16.66            | -12.9%                       | 4.9%                | 1.0587                        | \$156,810               | \$29.14 | -1.1%            | 0.9980     | \$14.78         | \$16.76            | -12.8%                       | 5.0%                       | \$16.35            |                     |  |
| 201003               | 3,493    | 5,466  | \$149,564   | \$98,340              | 0.9982               | \$180    | \$98,520                     | \$18.02         | \$16.67            | 1.1%                         | 3.4%                | 1.0434                        | \$156,057               | \$28.55 | -2.0%            | 0.9780     | \$18.43         | \$16.80            | 3.1%                         | 3.6%                       | \$16.50            |                     |  |
| 201004               | 3,541    | 5,537  | \$150,298   | \$102,464             | 0.9982               | \$182    | \$102,646                    | \$18.54         | \$16.57            | -5.7%                        | 1.2%                | 1.0525                        | \$158,192               | \$28.57 | 0.1%             | 0.9786     | \$18.94         | \$16.72            | -4.1%                        | 1.6%                       | \$16.58            |                     |  |
| 201005               | 3,348    | 5,233  | \$142,706   | \$101,660             | 0.9975               | \$257    | \$101,917                    | \$19.48         | \$16.85            | 21.7%                        | 1.8%                | 1.0474                        | \$149,473               | \$28.56 | 0.0%             | 0.9784     | \$19.91         | \$17.02            | 23.4%                        | 2.3%                       | \$16.82            |                     |  |
| 201006               | 3,674    | 5,777  | \$156,033   | \$106,187             | 0.9960               | \$422    | \$106,609                    | \$18.45         | \$16.97            | 8.1%                         | 1.7%                | 1.0434                        | \$162,798               | \$28.18 | -1.3%            | 0.9653     | \$19.12         | \$17.17            | 10.5%                        | 2.2%                       | \$16.98            |                     |  |
| 201007               | 3,344    | 5,149  | \$145,413   | \$97,808              | 0.9950               | \$493    | \$98,300                     | \$19.09         | \$17.13            | 12.5%                        | 1.6%                | 1.0393                        | \$151,123               | \$29.35 | 4.2%             | 1.0053     | \$18.99         | \$17.32            | 11.0%                        | 2.1%                       | \$17.14            |                     |  |
| 201008               | 3,400    | 5,340  | \$130,140   | \$100,443             | 0.9926               | \$748    | \$101,191                    | \$18.95         | \$17.23            | 7.3%                         | 1.2%                | 1.0335                        | \$134,498               | \$25.19 | -14.2%           | 0.8627     | \$21.96         | \$17.61            | 23.2%                        | 2.7%                       | \$17.37            |                     |  |
| 201009               | 3,250    | 5,118  | \$144,382   | \$87,890              | 0.9902               | \$873    | \$88,763                     | \$17.34         | \$17.29            | 3.8%                         | 1.2%                | 1.0308                        | \$148,835               | \$29.08 | 15.5%            | 0.9961     | \$17.41         | \$17.66            | 3.3%                         | 2.6%                       | \$17.43            |                     |  |
| 201010               | 3,194    | 5,025  | \$143,034   | \$81,803              | 0.9873               | \$1,052  | \$82,855                     | \$16.49         | \$17.39            | 6.8%                         | 2.4%                | 1.0282                        | \$147,069               | \$29.27 | 0.6%             | 1.0025     | \$16.45         | \$17.74            | 5.2%                         | 3.7%                       | \$17.41            |                     |  |
| 201011               | 3,289    | 5,114  | \$145,059   | \$82,419              | 0.9822               | \$1,494  | \$83,913                     | \$16.41         | \$17.57            | 14.3%                        | 4.0%                | 1.0231                        | \$148,416               | \$29.02 | -0.8%            | 0.9941     | \$16.51         | \$17.93            | 14.4%                        | 5.4%                       | \$17.46            |                     |  |
| 201012               | 3,192    | 5,006  | \$139,420   | \$82,533              | 0.9756               | \$2,063  | \$84,596                     | \$16.90         | \$17.72            | 11.8%                        | 5.8%                | 1.0189                        | \$142,058               | \$28.38 | -2.2%            | 0.9720     | \$17.39         | \$18.12            | 14.1%                        | 7.4%                       | \$17.47            | 5.7%                |  |
| 201101               | 3,156    | 4,952  | \$141,906   | \$80,591              | 0.9880               | \$982    | \$81,573                     | \$16.47         | \$17.60            | -8.8%                        | 4.5%                | 1.0133                        | \$143,791               | \$29.04 | 2.3%             | 0.9946     | \$16.56         | \$18.02            | -7.4%                        | 6.4%                       | \$17.45            | 6.3%                |  |
| 201102               | 3,149    | 4,931  | \$142,103   | \$83,070              | 0.9827               | \$1,465  | \$84,535                     | \$17.14         | \$17.80            | 16.2%                        | 6.9%                | 1.0096                        | \$143,465               | \$29.09 | 0.2%             | 0.9966     | \$17.20         | \$18.23            | 16.4%                        | 8.8%                       | \$17.47            | 6.8%                |  |
| 201103               | 3,101    | 4,891  | \$141,094   | \$98,927              | 0.9740               | \$2,641  | \$101,568                    | \$20.77         | \$18.02            | 15.2%                        | 8.1%                | 1.0055                        | \$141,877               | \$29.01 | -0.3%            | 0.9936     | \$20.90         | \$18.43            | 13.4%                        | 9.7%                       | \$17.58            | 6.6%                |  |
| 201104               | 3,083    | 4,842  | \$140,102   | \$81,851              | 0.9649               | \$2,979  | \$84,830                     | \$17.52         | \$17.93            | -5.5%                        | 8.2%                | 1.0037                        | \$140,615               | \$29.04 | 0.1%             | 0.9947     | \$17.61         | \$18.32            | -7.0%                        | 9.6%                       | \$17.48            | 5.4%                |  |
| 201105               | 3,053    | 4,769  | \$138,120   | \$72,393              | 0.9456               | \$4,162  | \$76,555                     | \$16.05         | \$17.65            | -17.6%                       | 4.8%                | 1.0018                        | \$138,372               | \$29.01 | -0.1%            | 0.9939     | \$16.15         | \$18.01            | -18.9%                       | 5.8%                       | \$17.49            | 4.0%                |  |
| 201106               | 3,073    | 4,771  | \$139,285   | \$83,883              | 0.9202               | \$7,271  | \$91,154                     | \$19.11         | \$17.69            | 3.5%                         | 4.3%                | 1.0000                        | \$139,285               | \$29.19 | 0.6%             | 1.0000     | \$19.11         | \$18.00            | -0.1%                        | 4.8%                       | \$17.56            | 3.4%                |  |
| 201107               | 3,002    | 4,654  | \$136,070   | \$67,349              | 0.8607               | \$10,896 | \$78,245                     | \$16.81         | \$17.50            | -11.9%                       | 2.2%                |                               |                         |         |                  |            |                 |                    |                              |                            |                    |                     |  |
| 201108               | 2,984    | 4,635  | \$135,558   | \$31,168              | 0.3787               | \$51,132 | \$82,300                     | \$17.76         | \$17.39            | -6.3%                        | 0.9%                |                               |                         |         |                  |            |                 |                    |                              |                            |                    |                     |  |
| Experience<br>Period | 38,284   | 59,908 | \$1,690,058 | \$1,033,611           | 0.9753               | \$26,223 | \$1,059,833                  | \$17.69         |                    |                              |                     | 1.0174                        | \$1,719,405             |         |                  |            |                 |                    |                              |                            |                    |                     |  |

CareFirst BlueCross BlueShield  
DC Rate Filing Effective 7/1/2012  
Development of Normalized Trends  
Experience Period: 7/1/2010 - 6/30/2011, Paid Through 8/31/2011  
BlueChoice DC PPO

| (a)                | (b)      | (c)    | (d)       | (e)                | (f)               | (g)     | (h)                       | (i)          | (j)             | (k)                    | (l)              | (m)                   | (n)                  | (o)      | (p)           | (q)        | (r)          | (s)             | (t)                    | (u)              | (v)             | (w)              |
|--------------------|----------|--------|-----------|--------------------|-------------------|---------|---------------------------|--------------|-----------------|------------------------|------------------|-----------------------|----------------------|----------|---------------|------------|--------------|-----------------|------------------------|------------------|-----------------|------------------|
| Current Rate Level |          |        | Jul-10    |                    |                   |         | =(e)/(f)                  | =(h)/(i)     |                 |                        |                  |                       | =(d) x (m)           | =(n)/(c) |               |            | =(j)/(q)     |                 |                        |                  |                 |                  |
| Date               | Contract | Member | Revenue   | Incurred&Pd Claims | Completion Factor | IBNR    | Estimated Incurred Claims | Monthly PMPM | Rolling-12 PMPM | Monthly Observed Trend | Rolling-12 Trend | Income Adjust. Factor | Income at Cur. Rates | PMPM     | Monthly Trend | Mix Factor | Monthly PMPM | Rolling-12 PMPM | Monthly Observed Trend | Rolling-12 Trend | Rolling-24 PMPM | Rolling-24 Trend |
| 200801             | 163      | 272    | \$5,386   | \$3,030            | 1.0000            | \$0     | \$3,030                   | \$11.14      |                 |                        |                  | 1.1835                | \$6,374              | \$23.44  |               | 1.0407     | \$10.70      |                 |                        |                  |                 |                  |
| 200802             | 179      | 288    | \$5,642   | \$3,795            | 1.0000            | \$0     | \$3,795                   | \$13.18      |                 |                        |                  | 1.1828                | \$6,673              | \$23.17  | -1.1%         | 1.0290     | \$12.81      |                 |                        |                  |                 |                  |
| 200803             | 175      | 281    | \$5,600   | \$4,489            | 1.0000            | \$0     | \$4,489                   | \$15.98      |                 |                        |                  | 1.1800                | \$6,608              | \$23.52  | 1.5%          | 1.0442     | \$15.30      |                 |                        |                  |                 |                  |
| 200804             | 175      | 281    | \$5,577   | \$4,762            | 1.0000            | \$0     | \$4,762                   | \$16.95      |                 |                        |                  | 1.1748                | \$6,552              | \$23.32  | -0.8%         | 1.0355     | \$16.37      |                 |                        |                  |                 |                  |
| 200805             | 187      | 298    | \$5,990   | \$3,803            | 1.0000            | \$0     | \$3,803                   | \$12.76      |                 |                        |                  | 1.1721                | \$7,021              | \$23.56  | 1.0%          | 1.0462     | \$12.20      |                 |                        |                  |                 |                  |
| 200806             | 190      | 299    | \$5,977   | \$5,478            | 1.0000            | \$0     | \$5,478                   | \$18.32      |                 |                        |                  | 1.1627                | \$6,950              | \$23.24  | -1.3%         | 1.0322     | \$17.75      |                 |                        |                  |                 |                  |
| 200807             | 192      | 299    | \$6,072   | \$2,859            | 1.0000            | \$0     | \$2,859                   | \$9.56       |                 |                        |                  | 1.1520                | \$6,995              | \$23.39  | 0.6%          | 1.0389     | \$9.20       |                 |                        |                  |                 |                  |
| 200808             | 192      | 303    | \$6,016   | \$6,477            | 1.0000            | \$0     | \$6,477                   | \$21.38      |                 |                        |                  | 1.1484                | \$6,909              | \$22.80  | -2.5%         | 1.0126     | \$21.11      |                 |                        |                  |                 |                  |
| 200809             | 194      | 304    | \$6,264   | \$4,232            | 1.0000            | \$0     | \$4,232                   | \$13.92      |                 |                        |                  | 1.1463                | \$7,180              | \$23.62  | 3.6%          | 1.0489     | \$13.27      |                 |                        |                  |                 |                  |
| 200810             | 200      | 313    | \$6,373   | \$3,629            | 1.0000            | \$0     | \$3,629                   | \$11.59      |                 |                        |                  | 1.1448                | \$7,296              | \$23.31  | -1.3%         | 1.0352     | \$11.20      |                 |                        |                  |                 |                  |
| 200811             | 212      | 329    | \$6,697   | \$6,557            | 1.0000            | \$0     | \$6,557                   | \$19.93      |                 |                        |                  | 1.1400                | \$7,635              | \$23.21  | -0.4%         | 1.0305     | \$19.34      |                 |                        |                  |                 |                  |
| 200812             | 238      | 371    | \$7,522   | \$7,041            | 1.0000            | \$0     | \$7,041                   | \$18.98      | \$15.43         |                        |                  | 1.1330                | \$8,522              | \$22.97  | -1.0%         | 1.0201     | \$18.60      | \$14.93         |                        |                  |                 |                  |
| 200901             | 237      | 368    | \$7,480   | \$4,790            | 1.0000            | \$0     | \$4,790                   | \$13.02      | \$15.51         | 16.9%                  |                  | 1.1296                | \$8,450              | \$22.96  | 0.0%          | 1.0197     | \$12.77      | \$15.03         | 19.3%                  |                  |                 |                  |
| 200902             | 230      | 362    | \$7,342   | \$6,492            | 1.0000            | \$0     | \$6,492                   | \$17.93      | \$15.92         | 36.1%                  |                  | 1.1274                | \$8,277              | \$22.87  | -0.4%         | 1.0154     | \$17.66      | \$15.44         | 37.9%                  |                  |                 |                  |
| 200903             | 235      | 361    | \$7,494   | \$4,540            | 1.0000            | \$0     | \$4,540                   | \$12.58      | \$15.60         | -21.3%                 |                  | 1.1233                | \$8,418              | \$23.32  | 2.0%          | 1.0355     | \$12.15      | \$15.14         | -20.6%                 |                  |                 |                  |
| 200904             | 241      | 356    | \$7,564   | \$3,587            | 1.0000            | \$0     | \$3,587                   | \$10.08      | \$15.01         | -40.5%                 |                  | 1.1221                | \$8,487              | \$23.84  | 2.2%          | 1.0587     | \$9.52       | \$14.54         | -41.8%                 |                  |                 |                  |
| 200905             | 252      | 370    | \$7,867   | \$4,163            | 1.0000            | \$0     | \$4,163                   | \$11.25      | \$14.83         | -11.8%                 |                  | 1.1166                | \$8,784              | \$23.74  | -0.4%         | 1.0543     | \$10.67      | \$14.35         | -12.5%                 |                  |                 |                  |
| 200906             | 258      | 371    | \$7,858   | \$2,571            | 1.0000            | \$0     | \$2,571                   | \$6.93       | \$13.86         | -62.2%                 |                  | 1.1141                | \$8,755              | \$23.60  | -0.6%         | 1.0479     | \$6.61       | \$13.40         | -62.7%                 |                  |                 |                  |
| 200907             | 262      | 383    | \$8,151   | \$8,891            | 1.0000            | \$0     | \$8,891                   | \$23.21      | \$15.03         | 142.8%                 |                  | 1.1124                | \$9,068              | \$23.68  | 0.3%          | 1.0514     | \$22.08      | \$14.50         | 139.9%                 |                  |                 |                  |
| 200908             | 217      | 332    | \$6,942   | \$6,852            | 1.0000            | \$0     | \$6,852                   | \$20.64      | \$15.01         | -3.5%                  |                  | 1.0970                | \$7,616              | \$22.94  | -3.1%         | 1.0187     | \$20.26      | \$14.48         | -4.0%                  |                  |                 |                  |
| 200909             | 217      | 332    | \$6,997   | \$7,531            | 1.0000            | \$0     | \$7,531                   | \$22.68      | \$15.69         | 62.9%                  |                  | 1.0994                | \$7,692              | \$23.17  | 1.0%          | 1.0289     | \$22.05      | \$15.16         | 66.1%                  |                  |                 |                  |
| 200910             | 212      | 319    | \$6,924   | \$3,780            | 1.0000            | \$0     | \$3,780                   | \$11.85      | \$15.70         | 2.2%                   |                  | 1.0993                | \$7,681              | \$24.08  | 3.9%          | 1.0692     | \$11.08      | \$15.13         | -1.1%                  |                  |                 |                  |
| 200911             | 234      | 356    | \$7,529   | \$3,232            | 0.9990            | \$3     | \$3,235                   | \$9.09       | \$14.83         | -54.4%                 |                  | 1.1145                | \$8,390              | \$23.57  | -2.1%         | 1.0466     | \$8.68       | \$14.27         | -55.1%                 |                  |                 |                  |
| 200912             | 216      | 326    | \$7,746   | \$2,238            | 0.9990            | \$2     | \$2,240                   | \$6.87       | \$13.85         | -63.8%                 | -10.3%           | 1.0971                | \$8,498              | \$26.07  | 10.6%         | 1.1576     | \$5.94       | \$13.20         | -68.1%                 | -11.6%           |                 | \$13.99          |
| 201001             | 222      | 345    | \$7,659   | \$3,640            | 0.9991            | \$3     | \$3,643                   | \$10.56      | \$13.65         | -18.9%                 | -12.0%           | 1.1359                | \$8,700              | \$25.22  | -3.3%         | 1.1198     | \$9.43       | \$12.91         | -26.1%                 | -14.1%           |                 | \$13.89          |
| 201002             | 282      | 392    | \$7,211   | \$2,646            | 0.9990            | \$3     | \$2,649                   | \$6.76       | \$12.65         | -62.3%                 | -20.5%           | 0.9590                | \$6,916              | \$17.64  | -30.0%        | 0.7834     | \$8.63       | \$12.21         | -51.2%                 | -20.9%           |                 | \$13.73          |
| 201003             | 270      | 374    | \$8,378   | \$6,349            | 0.9981            | \$12    | \$6,361                   | \$17.01      | \$13.04         | 35.2%                  | -16.4%           | 1.0668                | \$8,938              | \$23.90  | 35.5%         | 1.0612     | \$16.03      | \$12.56         | 31.9%                  | -17.1%           |                 | \$13.79          |
| 201004             | 258      | 365    | \$8,472   | \$3,360            | 0.9987            | \$4     | \$3,365                   | \$9.22       | \$12.96         | -8.5%                  | -13.6%           | 1.0610                | \$8,989              | \$24.63  | 3.0%          | 1.0936     | \$8.43       | \$12.45         | -11.4%                 | -14.4%           |                 | \$13.45          |
| 201005             | 215      | 301    | \$6,741   | \$2,581            | 0.9977            | \$6     | \$2,587                   | \$8.59       | \$12.80         | -23.6%                 | -13.7%           | 1.0478                | \$7,063              | \$23.46  | -4.7%         | 1.0420     | \$8.25       | \$12.30         | -22.7%                 | -14.3%           |                 | \$13.30          |
| 201006             | 236      | 320    | \$7,263   | \$3,969            | 0.9974            | \$11    | \$3,980                   | \$12.44      | \$13.30         | 79.4%                  | -4.1%            | 1.0391                | \$7,547              | \$23.58  | 0.5%          | 1.0473     | \$11.87      | \$12.78         | 79.6%                  | -4.6%            |                 | \$13.09          |
| 201007             | 240      | 329    | \$8,002   | \$3,760            | 0.9970            | \$11    | \$3,771                   | \$11.46      | \$12.22         | -50.6%                 | -18.7%           | 1.0374                | \$8,301              | \$25.23  | 7.0%          | 1.1204     | \$10.23      | \$11.69         | -53.7%                 | -19.4%           |                 | \$13.11          |
| 201008             | 264      | 367    | \$8,800   | \$5,988            | 0.9946            | \$32    | \$6,020                   | \$16.40      | \$11.92         | -20.5%                 | -20.6%           | 1.0316                | \$9,078              | \$24.74  | -2.0%         | 1.0984     | \$14.93      | \$11.32         | -26.3%                 | -21.8%           |                 | \$12.91          |
| 201009             | 264      | 367    | \$8,545   | \$10,192           | 0.9926            | \$76    | \$10,267                  | \$27.98      | \$12.47         | 23.3%                  | -20.5%           | 1.0316                | \$8,815              | \$24.02  | -2.9%         | 1.0666     | \$26.23      | \$11.81         | 19.0%                  | -22.1%           |                 | \$13.49          |
| 201010             | 263      | 366    | \$8,222   | \$8,205            | 0.9915            | \$71    | \$8,275                   | \$22.61      | \$13.40         | 90.8%                  | -14.7%           | 1.0268                | \$8,443              | \$23.07  | -4.0%         | 1.0244     | \$22.07      | \$12.74         | 99.2%                  | -15.8%           |                 | \$13.94          |
| 201011             | 265      | 363    | \$8,444   | \$3,341            | 0.9866            | \$45    | \$3,386                   | \$9.33       | \$13.42         | 2.6%                   | -9.5%            | 1.0251                | \$8,656              | \$23.85  | 3.4%          | 1.0589     | \$8.81       | \$12.74         | 1.5%                   | -10.7%           |                 | \$13.51          |
| 201012             | 270      | 376    | \$8,731   | \$2,267            | 0.9833            | \$38    | \$2,305                   | \$6.13       | \$13.27         | -10.8%                 | -4.2%            | 1.0219                | \$8,922              | \$23.73  | -0.5%         | 1.0538     | \$5.82       | \$12.70         | -2.0%                  | -3.8%            |                 | \$12.95          |
| 201101             | 255      | 367    | \$8,543   | \$5,553            | 0.9868            | \$74    | \$5,628                   | \$15.33      | \$13.67         | 45.2%                  | 0.1%             | 1.0104                | \$8,632              | \$23.52  | -0.9%         | 1.0445     | \$14.68      | \$13.16         | 55.7%                  | 1.9%             |                 | \$13.03          |
| 201102             | 286      | 431    | \$9,855   | \$4,753            | 0.9829            | \$82    | \$4,836                   | \$11.22      | \$14.05         | 66.0%                  | 11.0%            | 1.0065                | \$9,919              | \$23.01  | -2.2%         | 1.0220     | \$10.98      | \$13.25         | 27.3%                  | 8.5%             |                 | \$12.74          |
| 201103             | 282      | 429    | \$9,762   | \$7,705            | 0.9743            | \$203   | \$7,908                   | \$18.43      | \$14.23         | 8.4%                   | 9.1%             | 1.0058                | \$9,819              | \$22.89  | -0.6%         | 1.0164     | \$18.14      | \$13.47         | 13.2%                  | 7.3%             |                 | \$13.03          |
| 201104             | 285      | 432    | \$9,916   | \$5,106            | 0.9649            | \$186   | \$5,292                   | \$12.25      | \$14.45         | 32.9%                  | 11.5%            | 1.0040                | \$9,956              | \$23.05  | 0.7%          | 1.0234     | \$11.97      | \$13.76         | 42.0%                  | 10.6%            |                 | \$13.12          |
| 201105             | 291      | 442    | \$10,145  | \$9,964            | 0.9456            | \$573   | \$10,537                  | \$23.84      | \$15.73         | 177.4%                 | 22.9%            | 1.0022                | \$10,167             | \$23.00  | -0.2%         | 1.0214     | \$23.34      | \$15.02         | 183.0%                 | 22.1%            |                 | \$13.73          |
| 201106             | 289      | 451    | \$10,156  | \$4,520            | 0.9202            | \$392   | \$4,911                   | \$10.89      | \$15.50         | -12.4%                 | 16.5%            | 1.0000                | \$10,156             | \$22.52  | -2.1%         | 1.0000     | \$10.89      | \$14.86         | -8.3%                  | 16.2%            |                 | \$13.89          |
| 201107             | 286      | 436    | \$10,088  | \$3,308            | 0.8607            | \$535   | \$3,844                   | \$8.82       |                 |                        |                  |                       |                      |          |               |            |              |                 |                        |                  |                 |                  |
| 201108             | 284      | 432    | \$10,017  | \$2,260            | 0.3787            | \$3,708 | \$5,968                   | \$13.81      |                 |                        |                  |                       |                      |          |               |            |              |                 |                        |                  |                 |                  |
| Experience Period  | 3,254    | 4,720  | \$109,121 | \$71,353           | 0.9756            | \$1,784 | \$73,137                  | \$15.50      |                 |                        |                  | 1.0160                | \$110,863            |          |               |            |              |                 |                        |                  |                 |                  |

CareFirst BlueCross BlueShield  
DC Rate Filing Effective 7/1/2012  
Development of Normalized Trends  
Experience Period: 7/1/2010 - 6/30/2011, Paid Through 8/31/2011  
BlueChoice DC TOTAL

| (a)                | (b)      | (c)    | (d)         | (e)                   | (f)                  | (g)      | (h)                          | (i)             | (j)                | (k)                          | (l)                 | (m)                      | (n)                     | (o)     | (p)              | (q)                           | (r)             | (s)                | (t)                          | (u)                        | (v)                | (w)                 |  |  |  |
|--------------------|----------|--------|-------------|-----------------------|----------------------|----------|------------------------------|-----------------|--------------------|------------------------------|---------------------|--------------------------|-------------------------|---------|------------------|-------------------------------|-----------------|--------------------|------------------------------|----------------------------|--------------------|---------------------|--|--|--|
| Current Rate Level |          |        |             |                       |                      |          |                              | Jul-10          |                    |                              |                     | Incurred Claims          |                         |         |                  | Revenue at Current Rate Level |                 |                    |                              | Normalized Incurred Claims |                    |                     |  |  |  |
| Date               | Contract | Member | Revenue     | Incurred&Pd<br>Claims | Completion<br>Factor | IBNR     | Estimated<br>Incurred Claims | Monthly<br>PMPM | Rolling-12<br>PMPM | Monthly<br>Observed<br>Trend | Rolling-12<br>Trend | Income<br>Adj.<br>Factor | Income at Cur.<br>Rates | PMPM    | Monthly<br>Trend | Mix Factor                    | Monthly<br>PMPM | Rolling-12<br>PMPM | Monthly<br>Observed<br>Trend | Rolling-12<br>Trend        | Rolling-24<br>PMPM | Rolling-24<br>Trend |  |  |  |
| 200801             | 3,920    | 6,159  | \$146,118   | \$121,711             | 1.0000               | \$0      | \$121,711                    | \$19.76         |                    |                              |                     | 1.2206                   | \$178,355               | \$28.96 |                  | 1.0119                        | \$19.53         | #DIV/0!            |                              |                            |                    |                     |  |  |  |
| 200802             | 4,014    | 6,267  | \$148,726   | \$102,414             | 1.0000               | \$0      | \$102,414                    | \$16.34         |                    |                              |                     | 1.2164                   | \$180,917               | \$28.87 | -0.3%            | 1.0088                        | \$16.20         | #DIV/0!            |                              |                            |                    |                     |  |  |  |
| 200803             | 3,990    | 6,237  | \$148,612   | \$93,128              | 1.0000               | \$0      | \$93,128                     | \$14.93         |                    |                              |                     | 1.2126                   | \$180,208               | \$28.89 | 0.1%             | 1.0096                        | \$14.79         | #DIV/0!            |                              |                            |                    | #DIV/0!             |  |  |  |
| 200804             | 3,959    | 6,156  | \$147,159   | \$103,091             | 1.0000               | \$0      | \$103,091                    | \$16.75         |                    |                              |                     | 1.2086                   | \$177,858               | \$28.89 | 0.0%             | 1.0096                        | \$16.59         | #DIV/0!            |                              |                            |                    | #DIV/0!             |  |  |  |
| 200805             | 3,980    | 6,231  | \$148,757   | \$86,425              | 1.0000               | \$0      | \$86,425                     | \$13.87         |                    |                              |                     | 1.2052                   | \$179,275               | \$28.77 | -0.4%            | 1.0054                        | \$13.80         | #DIV/0!            |                              |                            |                    | #DIV/0!             |  |  |  |
| 200806             | 4,003    | 6,238  | \$149,689   | \$96,347              | 1.0000               | \$0      | \$96,347                     | \$15.45         |                    |                              |                     | 1.1983                   | \$179,377               | \$28.76 | -0.1%            | 1.0048                        | \$15.37         | #DIV/0!            |                              |                            |                    | #DIV/0!             |  |  |  |
| 200807             | 3,997    | 6,198  | \$149,805   | \$91,124              | 1.0000               | \$0      | \$91,124                     | \$14.70         |                    |                              |                     | 1.1923                   | \$178,618               | \$28.82 | 0.2%             | 1.0070                        | \$14.60         |                    |                              |                            |                    |                     |  |  |  |
| 200808             | 4,022    | 6,239  | \$150,330   | \$99,100              | 1.0000               | \$0      | \$99,100                     | \$15.88         |                    |                              |                     | 1.1882                   | \$178,614               | \$28.63 | -0.7%            | 1.0004                        | \$15.88         |                    |                              |                            |                    |                     |  |  |  |
| 200809             | 3,994    | 6,207  | \$151,115   | \$98,730              | 1.0000               | \$0      | \$98,730                     | \$15.91         |                    |                              |                     | 1.1825                   | \$178,694               | \$28.79 | 0.6%             | 1.0060                        | \$15.81         |                    |                              |                            |                    |                     |  |  |  |
| 200810             | 4,097    | 6,350  | \$154,671   | \$105,278             | 1.0000               | \$0      | \$105,278                    | \$16.58         |                    |                              |                     | 1.1804                   | \$182,581               | \$28.75 | -0.1%            | 1.0047                        | \$16.50         |                    |                              |                            |                    |                     |  |  |  |
| 200811             | 4,097    | 6,344  | \$155,024   | \$100,239             | 1.0000               | \$0      | \$100,239                    | \$15.80         |                    |                              |                     | 1.1741                   | \$182,007               | \$28.69 | -0.2%            | 1.0025                        | \$15.76         |                    |                              |                            |                    |                     |  |  |  |
| 200812             | 4,096    | 6,355  | \$155,150   | \$108,076             | 1.0000               | \$0      | \$108,076                    | \$17.01         | \$16.08            |                              |                     | 1.1674                   | \$181,121               | \$28.50 | -0.7%            | 0.9959                        | \$17.08         | \$15.99            |                              |                            |                    |                     |  |  |  |
| 200901             | 3,997    | 6,162  | \$152,429   | \$103,248             | 1.0000               | \$0      | \$103,248                    | \$16.76         | \$15.83            | -15.2%                       |                     | 1.1598                   | \$176,781               | \$28.69 | 0.7%             | 1.0025                        | \$16.71         | \$15.76            | -14.4%                       |                            |                    |                     |  |  |  |
| 200902             | 3,920    | 6,060  | \$151,087   | \$103,020             | 1.0000               | \$0      | \$103,020                    | \$17.00         | \$15.88            | 4.0%                         |                     | 1.1545                   | \$174,429               | \$28.78 | 0.3%             | 1.0058                        | \$16.90         | \$15.81            | 4.3%                         |                            |                    |                     |  |  |  |
| 200903             | 3,927    | 6,078  | \$151,975   | \$106,496             | 1.0000               | \$0      | \$106,496                    | \$17.52         | \$16.10            | 17.3%                        |                     | 1.1508                   | \$174,899               | \$28.78 | 0.0%             | 1.0055                        | \$17.43         | \$16.03            | 17.8%                        |                            |                    |                     |  |  |  |
| 200904             | 3,986    | 6,201  | \$155,583   | \$118,447             | 1.0000               | \$0      | \$118,447                    | \$19.10         | \$16.29            | 14.1%                        |                     | 1.1457                   | \$178,249               | \$28.75 | -0.1%            | 1.0045                        | \$19.02         | \$16.23            | 14.6%                        |                            |                    |                     |  |  |  |
| 200905             | 3,959    | 6,174  | \$155,231   | \$97,062              | 1.0000               | \$0      | \$97,062                     | \$15.72         | \$16.45            | 13.3%                        |                     | 1.1397                   | \$176,919               | \$28.66 | -0.3%            | 1.0013                        | \$15.70         | \$16.39            | 13.8%                        |                            |                    |                     |  |  |  |
| 200906             | 3,982    | 6,186  | \$155,551   | \$101,843             | 1.0000               | \$0      | \$101,843                    | \$16.46         | \$16.53            | 6.6%                         |                     | 1.1336                   | \$176,327               | \$28.50 | -0.5%            | 0.9960                        | \$16.53         | \$16.49            | 7.5%                         |                            |                    |                     |  |  |  |
| 200907             | 3,902    | 6,070  | \$154,889   | \$105,429             | 1.0000               | \$0      | \$105,429                    | \$17.37         | \$16.75            | 18.1%                        |                     | 1.1219                   | \$173,769               | \$28.63 | 0.4%             | 1.0003                        | \$17.36         | \$16.72            | 18.9%                        |                            |                    |                     |  |  |  |
| 200908             | 3,778    | 5,925  | \$152,261   | \$105,667             | 1.0000               | \$0      | \$105,667                    | \$17.83         | \$16.91            | 12.3%                        |                     | 1.1131                   | \$169,489               | \$28.61 | -0.1%            | 0.9996                        | \$17.84         | \$16.88            | 12.4%                        |                            |                    |                     |  |  |  |
| 200909             | 3,756    | 5,884  | \$152,257   | \$100,327             | 1.0000               | \$1      | \$100,327                    | \$17.05         | \$17.01            | 7.2%                         |                     | 1.1064                   | \$168,454               | \$28.63 | 0.1%             | 1.0004                        | \$17.04         | \$16.98            | 7.8%                         |                            |                    |                     |  |  |  |
| 200910             | 3,750    | 5,884  | \$153,760   | \$89,681              | 1.0000               | \$0      | \$89,681                     | \$15.24         | \$16.91            | -8.1%                        |                     | 1.0929                   | \$168,048               | \$28.56 | -0.2%            | 0.9980                        | \$15.27         | \$16.89            | -7.4%                        |                            |                    |                     |  |  |  |
| 200911             | 3,757    | 5,905  | \$156,480   | \$82,787              | 0.9990               | \$81     | \$82,869                     | \$14.03         | \$16.77            | -11.2%                       |                     | 1.0829                   | \$169,453               | \$28.70 | 0.5%             | 1.0028                        | \$14.00         | \$16.75            | -11.2%                       |                            |                    |                     |  |  |  |
| 200912             | 3,603    | 5,631  | \$151,307   | \$82,369              | 0.9990               | \$82     | \$82,451                     | \$14.64         | \$16.58            | -13.9%                       | 3.1%                | 1.0721                   | \$162,223               | \$28.81 | 0.4%             | 1.0067                        | \$14.55         | \$16.55            | -14.8%                       | 3.5%                       | \$16.26            |                     |  |  |  |
| 201001             | 3,681    | 5,784  | \$156,915   | \$101,762             | 0.9990               | \$97     | \$101,859                    | \$17.61         | \$16.65            | 5.1%                         | 5.2%                | 1.0767                   | \$168,955               | \$29.21 | 1.4%             | 1.0207                        | \$17.25         | \$16.59            | 3.2%                         | 5.3%                       | \$16.17            |                     |  |  |  |
| 201002             | 3,733    | 5,774  | \$155,328   | \$81,969              | 0.9990               | \$81     | \$82,050                     | \$14.21         | \$16.42            | -16.4%                       | 3.4%                | 1.0541                   | \$163,725               | \$28.36 | -2.9%            | 0.9908                        | \$14.34         | \$16.39            | -15.1%                       | 3.6%                       | \$16.09            |                     |  |  |  |
| 201003             | 3,763    | 5,840  | \$157,942   | \$104,688             | 0.9982               | \$192    | \$104,881                    | \$17.96         | \$16.46            | 2.5%                         | 2.2%                | 1.0447                   | \$164,995               | \$28.25 | -0.4%            | 0.9872                        | \$18.19         | \$16.44            | 4.4%                         | 2.6%                       | \$16.23            |                     |  |  |  |
| 201004             | 3,799    | 5,902  | \$158,770   | \$105,824             | 0.9982               | \$187    | \$106,011                    | \$17.96         | \$16.35            | -6.0%                        | 0.3%                | 1.0530                   | \$167,181               | \$28.33 | 0.3%             | 0.9898                        | \$18.15         | \$16.36            | -4.6%                        | 0.8%                       | \$16.29            |                     |  |  |  |
| 201005             | 3,563    | 5,534  | \$149,447   | \$104,241             | 0.9975               | \$263    | \$104,503                    | \$18.88         | \$16.60            | 20.1%                        | 0.9%                | 1.0474                   | \$156,536               | \$28.29 | -0.1%            | 0.9884                        | \$19.11         | \$16.63            | 21.7%                        | 1.4%                       | \$16.51            |                     |  |  |  |
| 201006             | 3,910    | 6,097  | \$163,296   | \$110,156             | 0.9961               | \$433    | \$110,589                    | \$18.14         | \$16.75            | 10.2%                        | 1.3%                | 1.0432                   | \$170,345               | \$27.94 | -1.2%            | 0.9763                        | \$18.58         | \$16.81            | 12.4%                        | 1.9%                       | \$16.64            |                     |  |  |  |
| 201007             | 3,584    | 5,478  | \$153,415   | \$101,568             | 0.9951               | \$504    | \$102,072                    | \$18.63         | \$16.84            | 7.3%                         | 0.5%                | 1.0392                   | \$159,424               | \$29.10 | 4.2%             | 1.0169                        | \$18.32         | \$16.88            | 5.5%                         | 0.9%                       | \$16.80            |                     |  |  |  |
| 201008             | 3,664    | 5,707  | \$138,940   | \$106,431             | 0.9927               | \$781    | \$107,211                    | \$18.79         | \$16.92            | 5.3%                         | 0.0%                | 1.0334                   | \$143,576               | \$25.16 | -13.6%           | 0.8791                        | \$21.37         | \$17.12            | 19.8%                        | 1.4%                       | \$17.00            |                     |  |  |  |
| 201009             | 3,514    | 5,485  | \$152,927   | \$98,082              | 0.9904               | \$949    | \$99,031                     | \$18.05         | \$17.00            | 5.9%                         | -0.1%               | 1.0309                   | \$157,650               | \$28.74 | 14.2%            | 1.0044                        | \$17.98         | \$17.20            | 5.5%                         | 1.3%                       | \$17.09            |                     |  |  |  |
| 201010             | 3,457    | 5,391  | \$151,256   | \$90,008              | 0.9877               | \$1,123  | \$91,130                     | \$16.90         | \$17.14            | 10.9%                        | 1.4%                | 1.0281                   | \$155,512               | \$28.85 | 0.4%             | 1.0080                        | \$16.77         | \$17.33            | 9.8%                         | 2.6%                       | \$17.10            |                     |  |  |  |
| 201011             | 3,554    | 5,477  | \$153,503   | \$85,760              | 0.9824               | \$1,539  | \$87,299                     | \$15.94         | \$17.31            | 13.6%                        | 3.3%                | 1.0232                   | \$157,072               | \$28.68 | -0.6%            | 1.0021                        | \$15.91         | \$17.51            | 13.7%                        | 4.5%                       | \$17.11            |                     |  |  |  |
| 201012             | 3,462    | 5,382  | \$148,151   | \$84,800              | 0.9758               | \$2,102  | \$86,901                     | \$16.15         | \$17.44            | 10.3%                        | 5.2%                | 1.0191                   | \$150,981               | \$28.05 | -2.2%            | 0.9803                        | \$16.47         | \$17.68            | 13.2%                        | 6.8%                       | \$17.09            | 5.1%                |  |  |  |
| 201101             | 3,411    | 5,319  | \$150,449   | \$86,144              | 0.9879               | \$1,056  | \$87,200                     | \$16.39         | \$17.35            | -6.9%                        | 4.2%                | 1.0131                   | \$152,423               | \$28.66 | 2.2%             | 1.0014                        | \$16.37         | \$17.61            | -5.1%                        | 6.1%                       | \$17.08            | 5.7%                |  |  |  |
| 201102             | 3,435    | 5,362  | \$151,958   | \$87,823              | 0.9827               | \$1,547  | \$89,370                     | \$16.67         | \$17.56            | 17.3%                        | 6.9%                | 1.0094                   | \$153,384               | \$28.61 | -0.2%            | 0.9996                        | \$16.67         | \$17.82            | 16.3%                        | 8.7%                       | \$17.07            | 6.1%                |  |  |  |
| 201103             | 3,383    | 5,320  | \$150,856   | \$106,632             | 0.9740               | \$2,844  | \$109,476                    | \$20.58         | \$17.77            | 14.6%                        | 8.0%                | 1.0056                   | \$151,696               | \$28.51 | -0.3%            | 0.9964                        | \$20.65         | \$18.01            | 13.5%                        | 9.6%                       | \$17.20            | 5.9%                |  |  |  |
| 201104             | 3,368    | 5,274  | \$150,018   | \$86,957              | 0.9649               | \$3,165  | \$90,122                     | \$17.09         | \$17.70            | -4.9%                        | 8.2%                | 1.0037                   | \$150,570               | \$28.55 | 0.1%             | 0.9976                        | \$17.13         | \$17.93            | -5.6%                        | 9.6%                       | \$17.11            | 5.0%                |  |  |  |
| 201105             | 3,344    | 5,211  | \$148,265   | \$82,357              | 0.9456               | \$4,734  | \$87,092                     | \$16.71         | \$17.52            | -11.5%                       | 5.5%                | 1.0018                   | \$148,539               | \$28.50 | -0.2%            | 0.9961                        | \$16.78         | \$17.74            | -12.2%                       | 6.7%                       | \$17.16            | 4.0%                |  |  |  |
| 201106             | 3,362    | 5,222  | \$149,441   | \$88,403              | 0.9202               | \$7,662  | \$96,065                     | \$18.40         | \$17.53            | 1.4%                         | 4.7%                | 1.0000                   | \$149,441               | \$28.62 | 0.4%             | 1.0000                        | \$18.40         | \$17.71            | -1.0%                        | 5.4%                       | \$17.24            | 3.6%                |  |  |  |
| 201107             | 3,288    | 5,090  | \$146,158   | \$70,657              | 0.8607               | \$11,431 | \$82,089                     | \$16.13         |                    |                              |                     |                          |                         |         |                  |                               |                 |                    |                              |                            |                    |                     |  |  |  |
| 201108             | 3,268    | 5,067  | \$145,575   | \$33,428              | 0.3787               | \$54,840 | \$88,268                     | \$17.42         |                    |                              |                     |                          |                         |         |                  |                               |                 |                    |                              |                            |                    |                     |  |  |  |
| Experience         |          |        |             |                       |                      |          |                              |                 |                    |                              |                     |                          |                         |         |                  |                               |                 |                    |                              |                            |                    |                     |  |  |  |
| Period             | 41,538   | 64,628 | \$1,799,178 | \$1,104,964           | 0.9753               | \$28,007 | \$1,132,971                  | \$17.53         |                    |                              |                     | 1.0173                   | \$1,830,268             |         |                  |                               |                 |                    |                              |                            |                    |                     |  |  |  |

CareFirst BlueCross BlueShield  
DC Rate Filing Effective 7/1/2012  
Development of Normalized Trends  
Experience Period: 7/1/2010 - 6/30/2011, Paid Through 8/31/2011  
GHMSI & BlueChoice DC Traditional

| (a)                | (b)      | (c)     | (d)       | (e)                   | (f)                  | (g)       | (h)                          | (i)             | (j)                | (k)                          | (l)                 | (m)                         | (n)                     | (o)     | (p)                           | (q)        | (r)             | (s)                | (t)                          | (u)                 | (v)                | (w)                 |  |  |
|--------------------|----------|---------|-----------|-----------------------|----------------------|-----------|------------------------------|-----------------|--------------------|------------------------------|---------------------|-----------------------------|-------------------------|---------|-------------------------------|------------|-----------------|--------------------|------------------------------|---------------------|--------------------|---------------------|--|--|
| Current Rate Level |          |         | Jul-10    |                       |                      |           | =(e)/(f)                     |                 | =(h)/(c)           |                              | Incurred Claims     |                             |                         |         | Revenue at Current Rate Level |            |                 |                    | Normalized Incurred Claims   |                     |                    |                     |  |  |
| Date               | Contract | Member  | Revenue   | Incurred&Pd<br>Claims | Completion<br>Factor | IBNR      | Estimated<br>Incurred Claims | Monthly<br>PMPM | Rolling-12<br>PMPM | Monthly<br>Observed<br>Trend | Rolling-12<br>Trend | Income<br>Adjust.<br>Factor | Income at Cur.<br>Rates | PMPM    | Monthly<br>Trend              | Mix Factor | Monthly<br>PMPM | Rolling-12<br>PMPM | Monthly<br>Observed<br>Trend | Rolling-12<br>Trend | Rolling-24<br>PMPM | Rolling-24<br>Trend |  |  |
| 200801             | 20,783   | 35,110  | \$827,569 | \$686,309             | 1.0000               | \$0       | \$686,309                    | \$19.55         | \$19.55            |                              |                     | 1.2213                      | \$1,010,680             | \$28.79 | #DIV/0!                       | 1.0110     | \$19.34         |                    |                              |                     |                    |                     |  |  |
| 200802             | 21,034   | 35,547  | \$840,316 | \$586,386             | 1.0000               | \$0       | \$586,386                    | \$16.50         | \$18.01            |                              |                     | 1.2169                      | \$1,022,578             | \$28.77 | -0.1%                         | 1.0103     | \$16.33         |                    |                              |                     |                    |                     |  |  |
| 200803             | 20,985   | 35,541  | \$842,404 | \$606,351             | 1.0000               | \$0       | \$606,351                    | \$17.06         | \$17.69            |                              |                     | 1.2124                      | \$1,021,335             | \$28.74 | -0.1%                         | 1.0092     | \$16.90         |                    |                              |                     |                    |                     |  |  |
| 200804             | 20,977   | 35,492  | \$842,724 | \$620,765             | 1.0000               | \$0       | \$620,765                    | \$17.49         | \$17.64            |                              |                     | 1.2090                      | \$1,018,866             | \$28.71 | -0.1%                         | 1.0082     | \$17.35         |                    |                              |                     |                    |                     |  |  |
| 200805             | 21,039   | 35,690  | \$847,299 | \$586,214             | 1.0000               | \$0       | \$586,214                    | \$16.43         | \$17.40            |                              |                     | 1.2045                      | \$1,020,551             | \$28.59 | -0.4%                         | 1.0042     | \$16.36         |                    |                              |                     |                    |                     |  |  |
| 200806             | 21,081   | 35,697  | \$851,156 | \$589,862             | 1.0000               | \$0       | \$589,862                    | \$16.52         | \$17.25            |                              |                     | 1.2004                      | \$1,021,741             | \$28.62 | 0.1%                          | 1.0052     | \$16.44         |                    |                              |                     |                    |                     |  |  |
| 200807             | 21,134   | 35,844  | \$857,255 | \$585,979             | 1.0000               | \$0       | \$585,979                    | \$16.35         | \$17.12            |                              |                     | 1.1940                      | \$1,023,592             | \$28.56 | -0.2%                         | 1.0029     | \$16.30         |                    |                              |                     |                    |                     |  |  |
| 200808             | 21,295   | 36,060  | \$861,919 | \$615,959             | 1.0000               | \$0       | \$615,959                    | \$17.08         | \$17.12            |                              |                     | 1.1909                      | \$1,026,438             | \$28.46 | -0.3%                         | 0.9997     | \$17.09         |                    |                              |                     |                    |                     |  |  |
| 200809             | 21,089   | 35,871  | \$861,710 | \$562,005             | 1.0000               | \$0       | \$562,005                    | \$15.67         | \$16.95            |                              |                     | 1.1854                      | \$1,021,474             | \$28.48 | 0.0%                          | 1.0001     | \$15.67         |                    |                              |                     |                    |                     |  |  |
| 200810             | 20,954   | 35,615  | \$858,954 | \$605,439             | 1.0000               | \$0       | \$605,439                    | \$17.00         | \$16.96            |                              |                     | 1.1807                      | \$1,014,165             | \$28.48 | 0.0%                          | 1.0001     | \$17.00         |                    |                              |                     |                    |                     |  |  |
| 200811             | 20,856   | 35,464  | \$857,919 | \$516,243             | 1.0000               | \$0       | \$516,243                    | \$14.56         | \$16.74            |                              |                     | 1.1750                      | \$1,008,089             | \$28.43 | -0.2%                         | 0.9983     | \$14.58         |                    |                              |                     |                    |                     |  |  |
| 200812             | 20,652   | 35,195  | \$854,155 | \$575,250             | 1.0000               | \$0       | \$575,250                    | \$16.34         | \$16.71            |                              |                     | 1.1691                      | \$998,633               | \$28.37 | -0.2%                         | 0.9965     | \$16.40         | \$16.65            | #DIV/0!                      |                     |                    |                     |  |  |
| 200901             | 20,366   | 34,744  | \$850,086 | \$598,288             | 1.0000               | \$0       | \$598,288                    | \$17.22         | \$16.52            | -11.9%                       | -15.5%              | 1.1593                      | \$985,485               | \$28.36 | 0.0%                          | 0.9961     | \$17.29         | \$16.47            | -10.6%                       |                     |                    |                     |  |  |
| 200902             | 20,249   | 34,501  | \$849,393 | \$587,081             | 1.0000               | \$0       | \$587,081                    | \$17.02         | \$16.56            | 3.2%                         | -8.1%               | 1.1537                      | \$979,914               | \$28.40 | 0.1%                          | 0.9975     | \$17.06         | \$16.53            | 4.5%                         |                     |                    |                     |  |  |
| 200903             | 20,252   | 34,561  | \$853,222 | \$657,207             | 1.0000               | \$0       | \$657,207                    | \$19.02         | \$16.72            | 11.5%                        | -5.5%               | 1.1489                      | \$980,301               | \$28.36 | -0.1%                         | 0.9961     | \$19.09         | \$16.71            | 12.9%                        |                     |                    |                     |  |  |
| 200904             | 20,259   | 34,630  | \$858,516 | \$651,662             | 1.0000               | \$0       | \$651,662                    | \$18.82         | \$16.82            | 7.6%                         | -4.6%               | 1.1442                      | \$982,324               | \$28.37 | 0.0%                          | 0.9962     | \$18.89         | \$16.83            | 8.9%                         |                     |                    |                     |  |  |
| 200905             | 20,234   | 34,569  | \$862,850 | \$571,601             | 1.0000               | \$0       | \$571,601                    | \$16.54         | \$16.83            | 0.7%                         | -3.2%               | 1.1386                      | \$982,423               | \$28.42 | 0.2%                          | 0.9981     | \$16.57         | \$16.85            | 1.3%                         |                     |                    |                     |  |  |
| 200906             | 20,264   | 34,589  | \$866,392 | \$671,272             | 1.0000               | \$0       | \$671,272                    | \$19.41         | \$17.07            | 17.4%                        | -1.0%               | 1.1332                      | \$981,790               | \$28.38 | -0.1%                         | 0.9969     | \$19.47         | \$17.10            | 18.4%                        |                     |                    |                     |  |  |
| 200907             | 20,198   | 34,509  | \$873,577 | \$608,592             | 1.0000               | \$0       | \$608,592                    | \$17.64         | \$17.18            | 7.9%                         | 0.3%                | 1.1214                      | \$979,610               | \$28.39 | 0.0%                          | 0.9969     | \$17.69         | \$17.22            | 8.5%                         |                     |                    |                     |  |  |
| 200908             | 20,079   | 34,257  | \$872,104 | \$611,867             | 1.0000               | \$0       | \$611,867                    | \$17.86         | \$17.24            | 4.6%                         | 0.7%                | 1.1128                      | \$970,508               | \$28.33 | -0.2%                         | 0.9949     | \$17.95         | \$17.29            | 5.1%                         |                     |                    |                     |  |  |
| 200909             | 19,899   | 34,019  | \$875,979 | \$585,036             | 1.0000               | \$1       | \$585,036                    | \$17.20         | \$17.38            | 9.8%                         | 2.5%                | 1.1023                      | \$965,578               | \$28.38 | 0.2%                          | 0.9968     | \$17.25         | \$17.43            | 10.1%                        |                     |                    |                     |  |  |
| 200910             | 19,316   | 33,143  | \$860,387 | \$591,304             | 1.0000               | \$1       | \$591,305                    | \$17.84         | \$17.45            | 4.9%                         | 2.9%                | 1.0930                      | \$940,382               | \$28.37 | 0.0%                          | 0.9965     | \$17.90         | \$17.50            | 5.3%                         |                     |                    |                     |  |  |
| 200911             | 20,136   | 34,208  | \$903,281 | \$519,519             | 0.9990               | \$508     | \$520,027                    | \$15.20         | \$17.51            | 4.4%                         | 4.6%                | 1.0814                      | \$976,834               | \$28.56 | 0.6%                          | 1.0029     | \$15.16         | \$17.56            | 4.0%                         |                     |                    |                     |  |  |
| 200912             | 19,216   | 32,894  | \$893,708 | \$574,045             | 0.9990               | \$557     | \$574,602                    | \$17.47         | \$17.60            | 6.9%                         | 5.4%                | 1.0679                      | \$954,405               | \$29.01 | 1.6%                          | 1.0190     | \$17.14         | \$17.62            | 4.5%                         | 5.9%                | \$17.12            |                     |  |  |
| 201001             | 19,439   | 33,253  | \$885,405 | \$620,639             | 0.9991               | \$556     | \$621,195                    | \$18.68         | \$17.72            | 8.5%                         | 7.3%                | 1.0551                      | \$934,164               | \$28.09 | -3.2%                         | 0.9866     | \$18.93         | \$17.76            | 9.5%                         | 7.8%                | \$17.10            |                     |  |  |
| 201002             | 18,781   | 32,005  | \$859,545 | \$481,259             | 0.9991               | \$439     | \$481,698                    | \$15.05         | \$17.57            | -11.6%                       | 6.1%                | 1.0731                      | \$922,413               | \$28.82 | 2.6%                          | 1.0122     | \$14.87         | \$17.59            | -12.8%                       | 6.4%                | \$17.05            |                     |  |  |
| 201003             | 19,279   | 32,962  | \$886,545 | \$691,274             | 0.9983               | \$1,181   | \$692,455                    | \$21.01         | \$17.73            | 10.5%                        | 6.1%                | 1.0507                      | \$931,535               | \$28.26 | -1.9%                         | 0.9925     | \$21.17         | \$17.75            | 10.9%                        | 6.2%                | \$17.22            |                     |  |  |
| 201004             | 19,456   | 33,172  | \$890,471 | \$632,212             | 0.9983               | \$1,095   | \$633,307                    | \$19.09         | \$17.75            | 1.5%                         | 5.5%                | 1.0527                      | \$937,367               | \$28.26 | 0.0%                          | 0.9924     | \$19.24         | \$17.77            | 1.8%                         | 5.6%                | \$17.29            |                     |  |  |
| 201005             | 18,662   | 31,969  | \$854,586 | \$583,181             | 0.9974               | \$1,525   | \$584,706                    | \$18.29         | \$17.90            | 10.6%                        | 6.3%                | 1.0481                      | \$895,650               | \$28.02 | -0.9%                         | 0.9839     | \$18.59         | \$17.94            | 12.2%                        | 6.5%                | \$17.38            |                     |  |  |
| 201006             | 19,873   | 33,989  | \$914,948 | \$667,331             | 0.9959               | \$2,738   | \$670,069                    | \$19.71         | \$17.92            | 1.6%                         | 5.0%                | 1.0430                      | \$954,269               | \$28.08 | 0.2%                          | 0.9860     | \$19.99         | \$17.98            | 2.7%                         | 5.1%                | \$17.53            |                     |  |  |
| 201007             | 18,125   | 30,955  | \$853,745 | \$608,747             | 0.9951               | \$2,968   | \$611,716                    | \$19.76         | \$18.09            | 12.1%                        | 5.3%                | 1.0389                      | \$886,940               | \$28.65 | 2.1%                          | 1.0063     | \$19.64         | \$18.14            | 11.0%                        | 5.3%                | \$17.66            |                     |  |  |
| 201008             | 19,024   | 32,713  | \$874,477 | \$646,789             | 0.9931               | \$4,517   | \$651,306                    | \$19.91         | \$18.26            | 11.5%                        | 5.9%                | 1.0347                      | \$904,804               | \$27.66 | -3.5%                         | 0.9714     | \$20.50         | \$18.34            | 14.2%                        | 6.1%                | \$17.80            |                     |  |  |
| 201009             | 18,360   | 31,640  | \$870,106 | \$567,023             | 0.9913               | \$4,957   | \$571,980                    | \$18.08         | \$18.34            | 5.1%                         | 5.5%                | 1.0308                      | \$896,867               | \$28.35 | 2.5%                          | 0.9955     | \$18.16         | \$18.42            | 5.3%                         | 5.7%                | \$17.91            |                     |  |  |
| 201010             | 18,035   | 31,089  | \$851,034 | \$515,446             | 0.9883               | \$6,107   | \$521,553                    | \$16.78         | \$18.25            | -6.0%                        | 4.6%                | 1.0273                      | \$874,275               | \$28.12 | -0.8%                         | 0.9876     | \$16.99         | \$18.35            | -5.1%                        | 4.9%                | \$17.91            |                     |  |  |
| 201011             | 18,490   | 31,845  | \$889,519 | \$538,426             | 0.9841               | \$8,713   | \$547,139                    | \$17.18         | \$18.43            | 13.0%                        | 5.3%                | 1.0227                      | \$909,731               | \$28.57 | 1.6%                          | 1.0033     | \$17.13         | \$18.53            | 13.0%                        | 5.6%                | \$18.03            |                     |  |  |
| 201012             | 18,522   | 31,934  | \$890,695 | \$579,294             | 0.9791               | \$12,340  | \$591,634                    | \$18.53         | \$18.52            | 6.1%                         | 5.2%                | 1.0182                      | \$906,908               | \$28.40 | -0.6%                         | 0.9974     | \$18.58         | \$18.66            | 8.4%                         | 5.9%                | \$18.12            | 5.8%                |  |  |
| 201101             | 18,023   | 31,068  | \$872,752 | \$549,468             | 0.9877               | \$6,827   | \$556,295                    | \$17.91         | \$18.46            | -4.1%                        | 4.2%                | 1.0117                      | \$882,988               | \$28.42 | 0.1%                          | 0.9981     | \$17.94         | \$18.58            | -5.3%                        | 4.6%                | \$18.15            | 6.2%                |  |  |
| 201102             | 18,174   | 31,256  | \$882,591 | \$536,653             | 0.9823               | \$9,688   | \$546,340                    | \$17.48         | \$18.67            | 16.1%                        | 6.2%                | 1.0082                      | \$889,792               | \$28.47 | 0.2%                          | 0.9998     | \$17.48         | \$18.80            | 17.6%                        | 6.9%                | \$18.17            | 6.6%                |  |  |
| 201103             | 18,183   | 31,365  | \$886,432 | \$611,859             | 0.9750               | \$15,709  | \$627,568                    | \$20.01         | \$18.57            | -4.8%                        | 4.8%                | 1.0051                      | \$890,926               | \$28.41 | -0.2%                         | 0.9976     | \$20.06         | \$18.70            | -5.2%                        | 5.4%                | \$18.21            | 5.8%                |  |  |
| 201104             | 18,214   | 31,420  | \$889,028 | \$554,426             | 0.9642               | \$20,612  | \$575,038                    | \$18.30         | \$18.51            | -4.1%                        | 4.3%                | 1.0034                      | \$892,035               | \$28.39 | -0.1%                         | 0.9971     | \$18.36         | \$18.63            | -4.6%                        | 4.8%                | \$18.19            | 5.2%                |  |  |
| 201105             | 18,159   | 31,383  | \$888,961 | \$520,219             | 0.9470               | \$29,104  | \$549,323                    | \$17.50         | \$18.44            | -4.3%                        | 3.0%                | 1.0017                      | \$890,431               | \$28.37 | -0.1%                         | 0.9965     | \$17.57         | \$18.54            | -5.5%                        | 3.4%                | \$18.23            | 4.9%                |  |  |
| 201106             | 18,150   | 31,278  | \$890,612 | \$555,155             | 0.9166               | \$50,537  | \$605,692                    | \$19.36         | \$18.40            | -1.8%                        | 2.7%                | 1.0000                      | \$890,612               | \$28.47 | 0.4%                          | 1.0000     | \$19.36         | \$18.48            | -3.1%                        | 2.8%                | \$18.22            | 4.0%                |  |  |
| 201107             | 17,972   | 30,886  | \$883,930 | \$462,143             | 0.8444               | \$85,184  | \$547,327                    | \$17.72         | \$18.24            | -10.3%                       | 0.8%                |                             |                         |         |                               |            |                 |                    |                              |                     |                    |                     |  |  |
| 201108             | 17,882   | 30,756  | \$880,013 | \$279,658             | 0.3551               | \$507,822 | \$787,480                    | \$25.60         | \$18.69            | 28.6%                        | 2.4%                |                             |                         |         |                               |            |                 |                    |                              |                     |                    |                     |  |  |
| Experience         | Period   | 219,459 | 377,946   | \$10,539,953          | \$6,783,505          | 0.9753    | \$172,080                    | \$6,955,585     | \$18.40            |                              |                     | 1.0167                      | \$10,716,312            |         |                               |            |                 |                    |                              |                     |                    |                     |  |  |

CareFirst BlueCross BlueShield  
DC Rate Filing Effective 7/1/2012  
Development of Normalized Trends  
Experience Period: 7/1/2010 - 6/30/2011, Paid Through 8/31/2011  
GHMSI & BlueChoice DC PPO

| (a)                | (b)      | (c)    | (d)       | (e)                   | (f)                  | (g)      | (h)                          | (i)             | (j)                | (k)                          | (l)                 | (m)                      | (n)                           | (o)     | (p)              | (q)        | (r)             | (s)                        | (t)                          | (u)                 | (v)                | (w)                 |  |
|--------------------|----------|--------|-----------|-----------------------|----------------------|----------|------------------------------|-----------------|--------------------|------------------------------|---------------------|--------------------------|-------------------------------|---------|------------------|------------|-----------------|----------------------------|------------------------------|---------------------|--------------------|---------------------|--|
| Current Rate Level |          |        | Jul-10    |                       |                      |          | =(e)/(f)                     | =(h)/(c)        | Incurred Claims    |                              |                     |                          | Revenue at Current Rate Level |         |                  |            |                 | Normalized Incurred Claims |                              |                     |                    |                     |  |
| Date               | Contract | Member | Revenue   | Incurred&Pd<br>Claims | Completion<br>Factor | IBNR     | Estimated<br>Incurred Claims | Monthly<br>PMPM | Rolling-12<br>PMPM | Monthly<br>Observed<br>Trend | Rolling-12<br>Trend | Income<br>Adj.<br>Factor | Income at Cur.<br>Rates       | PMPM    | Monthly<br>Trend | Mix Factor | Monthly<br>PMPM | Rolling-12<br>PMPM         | Monthly<br>Observed<br>Trend | Rolling-12<br>Trend | Rolling-24<br>PMPM | Rolling-24<br>Trend |  |
| 200801             | 981      | 1,720  | \$33,732  | \$28,518              | 1.0000               | \$0      | \$28,518                     | \$16.58         | \$16.58            |                              |                     | 1.1830                   | \$39,903                      | \$23.20 | #DIV/0!          | 0.9965     | \$16.64         |                            |                              |                     |                    |                     |  |
| 200802             | 1,018    | 1,788  | \$34,742  | \$26,033              | 1.0000               | \$0      | \$26,033                     | \$14.56         | \$15.55            |                              |                     | 1.1798                   | \$40,989                      | \$22.92 | -1.2%            | 0.9846     | \$14.79         |                            |                              |                     |                    |                     |  |
| 200803             | 1,050    | 1,829  | \$35,726  | \$24,778              | 1.0000               | \$0      | \$24,778                     | \$13.55         | \$14.86            |                              |                     | 1.1777                   | \$42,073                      | \$23.00 | 0.3%             | 0.9880     | \$13.71         |                            |                              |                     |                    |                     |  |
| 200804             | 1,074    | 1,870  | \$36,503  | \$29,330              | 1.0000               | \$0      | \$29,330                     | \$15.68         | \$15.08            |                              |                     | 1.1716                   | \$42,768                      | \$22.87 | -0.6%            | 0.9823     | \$15.97         |                            |                              |                     |                    |                     |  |
| 200805             | 1,088    | 1,895  | \$37,102  | \$25,576              | 1.0000               | \$0      | \$25,576                     | \$13.50         | \$14.75            |                              |                     | 1.1664                   | \$43,277                      | \$22.84 | -0.1%            | 0.9809     | \$13.76         |                            |                              |                     |                    |                     |  |
| 200806             | 1,107    | 1,911  | \$37,464  | \$27,518              | 1.0000               | \$0      | \$27,518                     | \$14.40         | \$14.69            |                              |                     | 1.1599                   | \$43,455                      | \$22.74 | -0.4%            | 0.9767     | \$14.74         |                            |                              |                     |                    |                     |  |
| 200807             | 1,096    | 1,894  | \$37,309  | \$29,130              | 1.0000               | \$0      | \$29,130                     | \$15.38         | \$14.79            |                              |                     | 1.1508                   | \$42,933                      | \$22.67 | -0.3%            | 0.9736     | \$15.80         |                            |                              |                     |                    |                     |  |
| 200808             | 1,158    | 1,980  | \$38,702  | \$31,848              | 1.0000               | \$0      | \$31,848                     | \$16.08         | \$14.96            |                              |                     | 1.1462                   | \$44,359                      | \$22.40 | -1.2%            | 0.9623     | \$16.72         |                            |                              |                     |                    |                     |  |
| 200809             | 1,168    | 1,996  | \$39,218  | \$22,685              | 1.0000               | \$0      | \$22,685                     | \$11.36         | \$14.54            |                              |                     | 1.1429                   | \$44,823                      | \$22.46 | 0.2%             | 0.9645     | \$11.78         |                            |                              |                     |                    |                     |  |
| 200810             | 1,233    | 2,062  | \$40,753  | \$25,948              | 1.0000               | \$0      | \$25,948                     | \$12.58         | \$14.32            |                              |                     | 1.1425                   | \$46,558                      | \$22.58 | 0.5%             | 0.9698     | \$12.98         |                            |                              |                     |                    |                     |  |
| 200811             | 1,234    | 2,037  | \$40,891  | \$28,334              | 1.0000               | \$0      | \$28,334                     | \$13.91         | \$14.28            |                              |                     | 1.1378                   | \$46,526                      | \$22.84 | 1.2%             | 0.9810     | \$14.18         |                            |                              |                     |                    |                     |  |
| 200812             | 1,294    | 2,148  | \$42,654  | \$33,373              | 1.0000               | \$0      | \$33,373                     | \$15.54         | \$14.40            |                              |                     | 1.1330                   | \$48,326                      | \$22.50 | -1.5%            | 0.9663     | \$16.08         | \$14.74                    | #DIV/0!                      |                     |                    |                     |  |
| 200901             | 1,229    | 2,019  | \$40,354  | \$26,655              | 1.0000               | \$0      | \$26,655                     | \$13.20         | \$14.14            | -20.4%                       | -14.7%              | 1.1298                   | \$45,593                      | \$22.58 | 0.4%             | 0.9699     | \$13.61         | \$14.50                    | -18.2%                       |                     |                    |                     |  |
| 200902             | 1,255    | 2,048  | \$40,952  | \$30,711              | 1.0000               | \$0      | \$30,711                     | \$15.00         | \$14.18            | 3.0%                         | -8.8%               | 1.1278                   | \$46,184                      | \$22.55 | -0.1%            | 0.9686     | \$15.48         | \$14.57                    | 4.7%                         |                     |                    |                     |  |
| 200903             | 1,277    | 2,066  | \$41,705  | \$29,922              | 1.0000               | \$0      | \$29,922                     | \$14.48         | \$14.25            | 6.9%                         | -4.1%               | 1.1255                   | \$46,938                      | \$22.72 | 0.7%             | 0.9758     | \$14.84         | \$14.66                    | 8.2%                         |                     |                    |                     |  |
| 200904             | 1,311    | 2,110  | \$42,595  | \$29,397              | 1.0000               | \$0      | \$29,397                     | \$13.93         | \$14.11            | -11.2%                       | -6.4%               | 1.1232                   | \$47,841                      | \$22.67 | -0.2%            | 0.9739     | \$14.31         | \$14.52                    | -10.4%                       |                     |                    |                     |  |
| 200905             | 1,327    | 2,125  | \$43,573  | \$25,898              | 1.0000               | \$0      | \$25,898                     | \$12.19         | \$13.99            | -9.7%                        | -5.1%               | 1.1182                   | \$48,722                      | \$22.93 | 1.1%             | 0.9848     | \$12.38         | \$14.39                    | -10.1%                       |                     |                    |                     |  |
| 200906             | 1,362    | 2,170  | \$44,512  | \$25,263              | 1.0000               | \$0      | \$25,263                     | \$11.64         | \$13.76            | -19.2%                       | -6.3%               | 1.1148                   | \$49,622                      | \$22.87 | -0.3%            | 0.9822     | \$11.85         | \$14.14                    | -19.6%                       |                     |                    |                     |  |
| 200907             | 1,414    | 2,285  | \$47,044  | \$28,948              | 1.0000               | \$0      | \$28,948                     | \$12.67         | \$13.53            | -17.6%                       | -8.5%               | 1.1030                   | \$51,890                      | \$22.71 | -0.7%            | 0.9754     | \$12.99         | \$13.91                    | -17.8%                       |                     |                    |                     |  |
| 200908             | 1,324    | 2,202  | \$45,473  | \$33,529              | 1.0000               | \$0      | \$33,529                     | \$15.23         | \$13.48            | -5.3%                        | -9.9%               | 1.0904                   | \$49,582                      | \$22.52 | -0.8%            | 0.9671     | \$15.74         | \$13.85                    | -5.8%                        |                     |                    |                     |  |
| 200909             | 1,349    | 2,245  | \$46,378  | \$32,610              | 1.0000               | \$0      | \$32,610                     | \$14.53         | \$13.74            | 27.8%                        | -5.5%               | 1.0871                   | \$50,416                      | \$22.46 | -0.3%            | 0.9646     | \$15.06         | \$14.12                    | 27.8%                        |                     |                    |                     |  |
| 200910             | 1,360    | 2,245  | \$48,366  | \$28,995              | 1.0000               | \$0      | \$28,996                     | \$12.92         | \$13.76            | 2.6%                         | -3.9%               | 1.0837                   | \$52,414                      | \$23.35 | 4.0%             | 1.0028     | \$12.88         | \$14.10                    | -0.7%                        |                     |                    |                     |  |
| 200911             | 1,428    | 2,344  | \$51,143  | \$24,174              | 0.9990               | \$23     | \$24,198                     | \$10.32         | \$13.44            | -25.8%                       | -5.9%               | 1.0828                   | \$55,377                      | \$23.62 | 1.2%             | 1.0147     | \$10.17         | \$13.72                    | -28.2%                       |                     |                    |                     |  |
| 200912             | 1,388    | 2,289  | \$49,789  | \$23,763              | 0.9991               | \$22     | \$23,785                     | \$10.39         | \$13.00            | -33.1%                       | -9.7%               | 1.0700                   | \$53,276                      | \$23.27 | -1.5%            | 0.9997     | \$10.39         | \$13.24                    | -35.4%                       | -10.2%              | \$13.94            |                     |  |
| 201001             | 1,429    | 2,341  | \$51,469  | \$31,590              | 0.9991               | \$28     | \$31,618                     | \$13.51         | \$13.03            | 2.3%                         | -7.8%               | 1.0724                   | \$55,193                      | \$23.58 | 1.3%             | 1.0127     | \$13.34         | \$13.22                    | -2.0%                        | -8.9%               | \$13.82            |                     |  |
| 201002             | 1,504    | 2,408  | \$53,225  | \$24,327              | 0.9991               | \$22     | \$24,350                     | \$10.11         | \$12.62            | -32.6%                       | -11.0%              | 1.0463                   | \$55,688                      | \$23.13 | -1.9%            | 0.9933     | \$10.18         | \$12.77                    | -34.2%                       | -12.3%              | \$13.61            |                     |  |
| 201003             | 1,531    | 2,441  | \$54,300  | \$36,978              | 0.9982               | \$66     | \$37,044                     | \$15.18         | \$12.70            | 4.8%                         | -10.9%              | 1.0549                   | \$57,283                      | \$23.47 | 1.5%             | 1.0079     | \$15.06         | \$12.83                    | 1.4%                         | -12.5%              | \$13.68            |                     |  |
| 201004             | 1,551    | 2,494  | \$54,877  | \$27,318              | 0.9984               | \$44     | \$27,363                     | \$10.97         | \$12.45            | -21.3%                       | -11.8%              | 1.0572                   | \$58,014                      | \$23.26 | -0.9%            | 0.9991     | \$10.98         | \$12.55                    | -23.2%                       | -13.6%              | \$13.46            |                     |  |
| 201005             | 1,514    | 2,438  | \$53,018  | \$34,360              | 0.9974               | \$88     | \$34,448                     | \$14.13         | \$12.62            | 15.9%                        | -9.8%               | 1.0497                   | \$55,654                      | \$22.83 | -1.9%            | 0.9805     | \$14.41         | \$12.72                    | 16.4%                        | -11.6%              | \$13.49            |                     |  |
| 201006             | 1,532    | 2,516  | \$54,082  | \$36,145              | 0.9961               | \$141    | \$36,287                     | \$14.42         | \$12.86            | 23.9%                        | -6.5%               | 1.0404                   | \$56,268                      | \$22.36 | -2.0%            | 0.9606     | \$15.01         | \$12.99                    | 26.7%                        | -8.2%               | \$13.52            |                     |  |
| 201007             | 1,530    | 2,512  | \$55,311  | \$33,340              | 0.9958               | \$142    | \$33,481                     | \$13.33         | \$12.91            | 5.2%                         | -4.6%               | 1.0341                   | \$57,198                      | \$22.77 | 1.8%             | 0.9780     | \$13.63         | \$13.04                    | 4.9%                         | -6.2%               | \$13.44            |                     |  |
| 201008             | 1,673    | 2,744  | \$61,684  | \$41,244              | 0.9942               | \$240    | \$41,484                     | \$15.12         | \$12.95            | -0.7%                        | -4.0%               | 1.0304                   | \$63,561                      | \$23.16 | 1.7%             | 0.9949     | \$15.20         | \$13.05                    | -3.5%                        | -5.8%               | \$13.42            |                     |  |
| 201009             | 1,610    | 2,663  | \$58,960  | \$44,449              | 0.9927               | \$327    | \$44,776                     | \$16.81         | \$13.18            | 15.8%                        | -4.1%               | 1.0277                   | \$60,594                      | \$22.75 | -1.8%            | 0.9773     | \$17.20         | \$13.27                    | 14.2%                        | -6.0%               | \$13.66            |                     |  |
| 201010             | 1,572    | 2,607  | \$57,613  | \$34,754              | 0.9913               | \$305    | \$35,059                     | \$13.45         | \$13.22            | 4.1%                         | -3.9%               | 1.0227                   | \$58,922                      | \$22.60 | -0.7%            | 0.9708     | \$13.85         | \$13.35                    | 7.6%                         | -5.3%               | \$13.69            |                     |  |
| 201011             | 1,671    | 2,754  | \$62,372  | \$34,866              | 0.9878               | \$432    | \$35,298                     | \$12.82         | \$13.41            | 24.2%                        | -0.2%               | 1.0209                   | \$63,674                      | \$23.12 | 2.3%             | 0.9931     | \$12.91         | \$13.56                    | 26.9%                        | -1.2%               | \$13.64            |                     |  |
| 201012             | 1,675    | 2,739  | \$62,036  | \$38,283              | 0.9842               | \$614    | \$38,897                     | \$14.20         | \$13.70            | 36.7%                        | 5.4%                | 1.0173                   | \$63,107                      | \$23.04 | -0.3%            | 0.9896     | \$14.35         | \$13.87                    | 38.1%                        | 4.8%                | \$13.58            | -2.6%               |  |
| 201101             | 1,671    | 2,738  | \$63,079  | \$36,074              | 0.9878               | \$447    | \$36,522                     | \$13.34         | \$13.69            | -1.2%                        | 5.0%                | 1.0111                   | \$63,781                      | \$23.29 | 1.1%             | 1.0005     | \$13.33         | \$13.86                    | 0.0%                         | 4.9%                | \$13.57            | -1.8%               |  |
| 201102             | 1,668    | 2,745  | \$63,395  | \$32,626              | 0.9825               | \$582    | \$33,209                     | \$12.10         | \$13.82            | 19.6%                        | 9.5%                | 1.0093                   | \$63,986                      | \$23.31 | 0.1%             | 1.0012     | \$12.08         | \$13.99                    | 18.7%                        | 9.5%                | \$13.43            | -1.3%               |  |
| 201103             | 1,603    | 2,640  | \$60,970  | \$44,877              | 0.9751               | \$1,147  | \$46,024                     | \$17.43         | \$14.02            | 14.9%                        | 10.3%               | 1.0068                   | \$61,383                      | \$23.25 | -0.3%            | 0.9987     | \$17.46         | \$14.20                    | 15.9%                        | 10.7%               | \$13.56            | -0.8%               |  |
| 201104             | 1,667    | 2,770  | \$63,904  | \$30,574              | 0.9642               | \$1,136  | \$31,710                     | \$11.45         | \$14.03            | 4.3%                         | 12.7%               | 1.0044                   | \$64,188                      | \$23.17 | -0.3%            | 0.9953     | \$11.50         | \$14.22                    | 4.7%                         | 13.3%               | \$13.44            | -0.1%               |  |
| 201105             | 1,757    | 2,914  | \$67,360  | \$40,021              | 0.9468               | \$2,247  | \$42,268                     | \$14.50         | \$14.07            | 2.7%                         | 11.5%               | 1.0026                   | \$67,533                      | \$23.18 | 0.0%             | 0.9954     | \$14.57         | \$14.23                    | 1.1%                         | 11.9%               | \$13.53            | 0.3%                |  |
| 201106             | 1,783    | 2,968  | \$69,101  | \$42,299              | 0.9164               | \$3,860  | \$46,159                     | \$15.55         | \$14.18            | 7.8%                         | 10.3%               | 1.0000                   | \$69,101                      | \$23.28 | 0.5%             | 1.0000     | \$15.55         | \$14.30                    | 3.6%                         | 10.1%               | \$13.69            | 1.3%                |  |
| 201107             | 1,729    | 2,897  | \$67,771  | \$37,376              | 0.8433               | \$6,946  | \$44,321                     | \$15.30         | \$14.34            | 14.8%                        | 11.0%               |                          |                               |         |                  |            |                 |                            |                              |                     |                    |                     |  |
| 201108             | 1,713    | 2,876  | \$67,159  | \$19,765              | 0.3552               | \$35,880 | \$55,645                     | \$19.35         | \$14.71            | 28.0%                        | 13.6%               |                          |                               |         |                  |            |                 |                            |                              |                     |                    |                     |  |
| Experience Period  |          |        |           |                       |                      |          |                              |                 |                    |                              |                     |                          |                               |         |                  |            |                 |                            |                              |                     |                    |                     |  |
| Period             | 19,880   | 32,794 | \$745,786 | \$453,407             | 0.9753               | \$11,479 | \$464,886                    | \$14.18         |                    |                              |                     | 1.0151                   | \$757,029                     |         |                  |            |                 |                            |                              |                     |                    |                     |  |

CareFirst BlueCross BlueShield  
DC Rate Filing Effective 7/1/2012  
Development of Normalized Trends  
Experience Period: 7/1/2010 - 6/30/2011, Paid Through 8/31/2011  
GHMSI & BlueChoice DC TOTAL

| (a)                | (b)      | (c)     | (d)       | (e)                   | (f)                  | (g)       | (h)                          | (i)             | (j)                | (k)                          | (l)                 | (m)                           | (n)                     | (o)     | (p)              | (q)                        | (r)             | (s)                | (t)                          | (u)                 | (v)                | (w)                 |
|--------------------|----------|---------|-----------|-----------------------|----------------------|-----------|------------------------------|-----------------|--------------------|------------------------------|---------------------|-------------------------------|-------------------------|---------|------------------|----------------------------|-----------------|--------------------|------------------------------|---------------------|--------------------|---------------------|
| Current Rate Level |          |         |           |                       |                      |           |                              | Incurred Claims |                    |                              |                     | Revenue at Current Rate Level |                         |         |                  | Normalized Incurred Claims |                 |                    |                              |                     |                    |                     |
| Date               | Contract | Member  | Revenue   | Incurred&Pd<br>Claims | Completion<br>Factor | IBNR      | Estimated<br>Incurred Claims | Monthly<br>PMPM | Rolling-12<br>PMPM | Monthly<br>Observed<br>Trend | Rolling-12<br>Trend | Income<br>Adjust.<br>Factor   | Income at Cur.<br>Rates | PMPM    | Monthly<br>Trend | Mix Factor                 | Monthly<br>PMPM | Rolling-12<br>PMPM | Monthly<br>Observed<br>Trend | Rolling-12<br>Trend | Rolling-24<br>PMPM | Rolling-24<br>Trend |
| 200801             | 21,764   | 36,830  | \$861,301 | \$714,827             | 1.0000               | \$0       | \$714,827                    | \$19.41         | \$19.41            |                              |                     | 1.2198                        | \$1,050,583             | \$28.53 | #DIV/0!          | 1.0179                     | \$19.07         |                    |                              |                     |                    |                     |
| 200802             | 22,052   | 37,335  | \$875,059 | \$612,420             | 1.0000               | \$0       | \$612,420                    | \$16.40         | \$17.90            |                              |                     | 1.2154                        | \$1,063,567             | \$28.49 | -0.1%            | 1.0165                     | \$16.14         |                    |                              |                     |                    |                     |
| 200803             | 22,035   | 37,370  | \$878,130 | \$631,129             | 1.0000               | \$0       | \$631,129                    | \$16.89         | \$17.56            |                              |                     | 1.2110                        | \$1,063,408             | \$28.46 | -0.1%            | 1.0154                     | \$16.63         |                    |                              |                     |                    |                     |
| 200804             | 22,051   | 37,362  | \$879,227 | \$650,095             | 1.0000               | \$0       | \$650,095                    | \$17.40         | \$17.52            |                              |                     | 1.2075                        | \$1,061,634             | \$28.41 | -0.1%            | 1.0139                     | \$17.16         |                    |                              |                     |                    |                     |
| 200805             | 22,127   | 37,585  | \$884,400 | \$611,790             | 1.0000               | \$0       | \$611,790                    | \$16.28         | \$17.27            |                              |                     | 1.2029                        | \$1,063,828             | \$28.30 | -0.4%            | 1.0100                     | \$16.12         |                    |                              |                     |                    |                     |
| 200806             | 22,188   | 37,608  | \$888,621 | \$617,380             | 1.0000               | \$0       | \$617,380                    | \$16.42         | \$17.13            |                              |                     | 1.1987                        | \$1,065,196             | \$28.32 | 0.1%             | 1.0107                     | \$16.24         |                    |                              |                     |                    |                     |
| 200807             | 22,230   | 37,738  | \$894,564 | \$615,110             | 1.0000               | \$0       | \$615,110                    | \$16.30         | \$17.01            |                              |                     | 1.1922                        | \$1,066,525             | \$28.26 | -0.2%            | 1.0085                     | \$16.16         |                    |                              |                     |                    |                     |
| 200808             | 22,453   | 38,040  | \$900,620 | \$647,807             | 1.0000               | \$0       | \$647,807                    | \$17.03         | \$17.01            |                              |                     | 1.1890                        | \$1,070,797             | \$28.15 | -0.4%            | 1.0045                     | \$16.95         |                    |                              |                     |                    |                     |
| 200809             | 22,257   | 37,867  | \$900,928 | \$584,690             | 1.0000               | \$0       | \$584,690                    | \$15.44         | \$16.83            |                              |                     | 1.1836                        | \$1,066,298             | \$28.16 | 0.0%             | 1.0048                     | \$15.37         |                    |                              |                     |                    |                     |
| 200810             | 22,187   | 37,677  | \$899,706 | \$631,386             | 1.0000               | \$0       | \$631,386                    | \$16.76         | \$16.83            |                              |                     | 1.1790                        | \$1,060,724             | \$28.15 | 0.0%             | 1.0046                     | \$16.68         |                    |                              |                     |                    |                     |
| 200811             | 22,090   | 37,501  | \$898,810 | \$544,576             | 1.0000               | \$0       | \$544,576                    | \$14.52         | \$16.62            |                              |                     | 1.1733                        | \$1,054,615             | \$28.12 | -0.1%            | 1.0035                     | \$14.47         |                    |                              |                     |                    |                     |
| 200812             | 21,946   | 37,343  | \$896,808 | \$608,623             | 1.0000               | \$0       | \$608,623                    | \$16.30         | \$16.59            |                              |                     | 1.1674                        | \$1,046,959             | \$28.04 | -0.3%            | 1.0004                     | \$16.29         | \$16.44            | #DIV/0!                      |                     |                    |                     |
| 200901             | 21,595   | 36,763  | \$890,441 | \$624,942             | 1.0000               | \$0       | \$624,942                    | \$17.00         | \$16.39            | -12.4%                       | -15.5%              | 1.1579                        | \$1,031,078             | \$28.05 | 0.0%             | 1.0008                     | \$16.99         | \$16.27            | -10.9%                       |                     |                    |                     |
| 200902             | 21,504   | 36,549  | \$890,344 | \$617,793             | 1.0000               | \$0       | \$617,793                    | \$16.90         | \$16.43            | 3.0%                         | -8.2%               | 1.1525                        | \$1,026,098             | \$28.07 | 0.1%             | 1.0018                     | \$16.87         | \$16.33            | 4.6%                         |                     |                    |                     |
| 200903             | 21,529   | 36,627  | \$894,928 | \$687,129             | 1.0000               | \$0       | \$687,129                    | \$18.76         | \$16.59            | 11.1%                        | -5.5%               | 1.1478                        | \$1,027,238             | \$28.05 | -0.1%            | 1.0008                     | \$18.75         | \$16.50            | 12.7%                        |                     |                    |                     |
| 200904             | 21,570   | 36,740  | \$901,111 | \$681,059             | 1.0000               | \$0       | \$681,059                    | \$18.54         | \$16.68            | 6.5%                         | -4.8%               | 1.1432                        | \$1,030,165             | \$28.04 | 0.0%             | 1.0005                     | \$18.53         | \$16.61            | 8.0%                         |                     |                    |                     |
| 200905             | 21,561   | 36,694  | \$906,422 | \$597,499             | 1.0000               | \$0       | \$597,499                    | \$16.28         | \$16.68            | 0.0%                         | -3.4%               | 1.1376                        | \$1,031,144             | \$28.10 | 0.2%             | 1.0028                     | \$16.24         | \$16.62            | 0.8%                         |                     |                    |                     |
| 200906             | 21,626   | 36,759  | \$910,903 | \$696,534             | 1.0000               | \$0       | \$696,534                    | \$18.95         | \$16.89            | 15.4%                        | -1.4%               | 1.1323                        | \$1,031,412             | \$28.06 | -0.2%            | 1.0012                     | \$18.93         | \$16.84            | 16.5%                        |                     |                    |                     |
| 200907             | 21,612   | 36,794  | \$920,621 | \$637,540             | 1.0000               | \$0       | \$637,540                    | \$17.33         | \$16.97            | 6.3%                         | -0.2%               | 1.1204                        | \$1,031,501             | \$28.03 | -0.1%            | 1.0004                     | \$17.32         | \$16.94            | 7.2%                         |                     |                    |                     |
| 200908             | 21,403   | 36,459  | \$917,577 | \$645,396             | 1.0000               | \$0       | \$645,396                    | \$17.70         | \$17.03            | 3.9%                         | 0.1%                | 1.1117                        | \$1,020,090             | \$27.98 | -0.2%            | 0.9984                     | \$17.73         | \$17.00            | 4.6%                         |                     |                    |                     |
| 200909             | 21,248   | 36,264  | \$922,357 | \$617,646             | 1.0000               | \$1       | \$617,647                    | \$17.03         | \$17.17            | 10.3%                        | 2.0%                | 1.1015                        | \$1,015,994             | \$28.02 | 0.1%             | 0.9997                     | \$17.04         | \$17.14            | 10.9%                        |                     |                    |                     |
| 200910             | 20,676   | 35,388  | \$908,753 | \$620,299             | 1.0000               | \$1       | \$620,300                    | \$17.53         | \$17.23            | 4.6%                         | 2.4%                | 1.0925                        | \$992,796               | \$28.05 | 0.1%             | 1.0011                     | \$17.51         | \$17.21            | 5.0%                         |                     |                    |                     |
| 200911             | 21,564   | 36,552  | \$954,424 | \$543,694             | 0.9990               | \$531     | \$544,225                    | \$14.89         | \$17.27            | 2.5%                         | 3.9%                | 1.0815                        | \$1,032,211             | \$28.24 | 0.7%             | 1.0077                     | \$14.78         | \$17.24            | 2.1%                         |                     |                    |                     |
| 200912             | 20,604   | 35,183  | \$943,497 | \$597,808             | 0.9990               | \$579     | \$598,387                    | \$17.01         | \$17.33            | 4.4%                         | 4.4%                | 1.0680                        | \$1,007,681             | \$28.64 | 1.4%             | 1.0220                     | \$16.64         | \$17.28            | 2.2%                         | 5.1%                | \$16.85            |                     |
| 201001             | 20,868   | 35,594  | \$936,874 | \$652,228             | 0.9991               | \$585     | \$652,813                    | \$18.34         | \$17.44            | 7.9%                         | 6.4%                | 1.0560                        | \$989,357               | \$27.80 | -3.0%            | 0.9918                     | \$18.49         | \$17.40            | 8.9%                         | 7.0%                | \$16.82            |                     |
| 201002             | 20,285   | 34,413  | \$912,770 | \$505,586             | 0.9991               | \$461     | \$506,047                    | \$14.71         | \$17.27            | -13.0%                       | 5.1%                | 1.0716                        | \$978,101               | \$28.42 | 2.3%             | 1.0142                     | \$14.50         | \$17.21            | -14.1%                       | 5.4%                | \$16.76            |                     |
| 201003             | 20,810   | 35,403  | \$940,845 | \$728,252             | 0.9983               | \$1,247   | \$729,499                    | \$20.61         | \$17.41            | 9.8%                         | 5.0%                | 1.0510                        | \$988,818               | \$27.93 | -1.7%            | 0.9967                     | \$20.67         | \$17.36            | 10.3%                        | 5.2%                | \$16.92            |                     |
| 201004             | 21,007   | 35,666  | \$945,348 | \$659,530             | 0.9983               | \$1,139   | \$660,670                    | \$18.52         | \$17.41            | -0.1%                        | 4.4%                | 1.0529                        | \$995,381               | \$27.91 | -0.1%            | 0.9959                     | \$18.60         | \$17.36            | 0.4%                         | 4.6%                | \$16.98            |                     |
| 201005             | 20,176   | 34,407  | \$907,604 | \$617,540             | 0.9974               | \$1,613   | \$619,153                    | \$17.99         | \$17.55            | 10.5%                        | 5.2%                | 1.0481                        | \$951,304               | \$27.65 | -0.9%            | 0.9866                     | \$18.24         | \$17.53            | 12.3%                        | 5.5%                | \$17.06            |                     |
| 201006             | 21,405   | 36,505  | \$969,030 | \$703,476             | 0.9959               | \$2,879   | \$706,356                    | \$19.35         | \$17.59            | 2.1%                         | 4.1%                | 1.0428                        | \$1,010,537             | \$27.68 | 0.1%             | 0.9878                     | \$19.59         | \$17.58            | 3.5%                         | 4.4%                | \$17.20            |                     |
| 201007             | 19,655   | 33,467  | \$909,057 | \$642,087             | 0.9952               | \$3,110   | \$645,197                    | \$19.28         | \$17.74            | 11.3%                        | 4.5%                | 1.0386                        | \$944,138               | \$28.21 | 1.9%             | 1.0067                     | \$19.15         | \$17.73            | 10.6%                        | 4.7%                | \$17.32            |                     |
| 201008             | 20,697   | 35,457  | \$936,161 | \$688,033             | 0.9931               | \$4,757   | \$692,790                    | \$19.54         | \$17.90            | 10.4%                        | 5.1%                | 1.0344                        | \$968,365               | \$27.31 | -3.2%            | 0.9746                     | \$20.05         | \$17.92            | 13.1%                        | 5.4%                | \$17.45            |                     |
| 201009             | 19,970   | 34,303  | \$929,066 | \$611,472             | 0.9914               | \$5,284   | \$616,756                    | \$17.98         | \$17.98            | 5.6%                         | 4.7%                | 1.0306                        | \$957,462               | \$27.91 | 2.2%             | 0.9960                     | \$18.05         | \$18.01            | 6.0%                         | 5.0%                | \$17.56            |                     |
| 201010             | 19,607   | 33,696  | \$908,647 | \$550,200             | 0.9885               | \$6,412   | \$556,612                    | \$16.52         | \$17.90            | -5.8%                        | 3.9%                | 1.0270                        | \$933,197               | \$27.69 | -0.8%            | 0.9882                     | \$16.72         | \$17.95            | -4.5%                        | 4.3%                | \$17.57            |                     |
| 201011             | 20,161   | 34,599  | \$951,890 | \$573,292             | 0.9843               | \$9,145   | \$582,437                    | \$16.83         | \$18.07            | 13.1%                        | 4.7%                | 1.0226                        | \$973,406               | \$28.13 | 1.6%             | 1.0039                     | \$16.77         | \$18.13            | 13.5%                        | 5.1%                | \$17.67            |                     |
| 201012             | 20,197   | 34,673  | \$952,731 | \$617,577             | 0.9795               | \$12,955  | \$630,531                    | \$18.19         | \$18.17            | 6.9%                         | 4.9%                | 1.0181                        | \$970,016               | \$27.98 | -0.6%            | 0.9983                     | \$18.22         | \$18.26            | 9.5%                         | 5.7%                | \$17.76            | 5.4%                |
| 201101             | 19,694   | 33,806  | \$935,831 | \$585,543             | 0.9877               | \$7,274   | \$592,817                    | \$17.54         | \$18.11            | -4.4%                        | 3.8%                | 1.0117                        | \$946,769               | \$28.01 | 0.1%             | 0.9994                     | \$17.55         | \$18.19            | -5.1%                        | 4.5%                | \$17.78            | 5.7%                |
| 201102             | 19,842   | 34,001  | \$945,986 | \$569,279             | 0.9823               | \$10,270  | \$579,549                    | \$17.05         | \$18.30            | 15.9%                        | 6.0%                | 1.0082                        | \$953,779               | \$28.05 | 0.2%             | 1.0010                     | \$17.03         | \$18.40            | 17.4%                        | 6.9%                | \$17.79            | 6.2%                |
| 201103             | 19,786   | 34,005  | \$947,402 | \$656,736             | 0.9750               | \$16,856  | \$673,592                    | \$19.81         | \$18.23            | -3.9%                        | 4.7%                | 1.0052                        | \$952,309               | \$28.00 | -0.2%            | 0.9993                     | \$19.82         | \$18.32            | -4.1%                        | 5.5%                | \$17.83            | 5.4%                |
| 201104             | 19,881   | 34,190  | \$952,932 | \$585,000             | 0.9642               | \$21,748  | \$606,748                    | \$17.75         | \$18.16            | -4.2%                        | 4.3%                | 1.0035                        | \$956,224               | \$27.97 | -0.1%            | 0.9980                     | \$17.78         | \$18.25            | -4.4%                        | 5.1%                | \$17.80            | 4.8%                |
| 201105             | 19,916   | 34,297  | \$956,321 | \$560,240             | 0.9470               | \$31,351  | \$591,591                    | \$17.25         | \$18.10            | -4.1%                        | 3.1%                | 1.0017                        | \$957,964               | \$27.93 | -0.1%            | 0.9967                     | \$17.31         | \$18.18            | -5.1%                        | 3.7%                | \$17.85            | 4.6%                |
| 201106             | 19,933   | 34,246  | \$959,713 | \$597,454             | 0.9165               | \$54,397  | \$651,851                    | \$19.03         | \$18.07            | -1.6%                        | 2.7%                | 1.0000                        | \$959,713               | \$28.02 | 0.3%             | 1.0000                     | \$19.03         | \$18.12            | -2.8%                        | 3.1%                | \$17.85            | 3.7%                |
| 201107             | 19,701   | 33,783  | \$951,701 | \$499,519             | 0.8443               | \$92,130  | \$591,649                    | \$17.51         | \$17.92            | -9.2%                        | 1.0%                |                               |                         |         |                  |                            |                 |                    |                              |                     |                    |                     |
| 201108             | 19,595   | 33,632  | \$947,172 | \$299,423             | 0.3551               | \$543,702 | \$843,125                    | \$25.07         | \$18.37            | 28.3%                        | 2.6%                |                               |                         |         |                  |                            |                 |                    |                              |                     |                    |                     |
| Experience         | Period   | 239,339 | 410,740   | \$11,285,738          | \$7,236,911          | 0.9753    | \$183,559                    | \$7,420,471     | \$18.07            |                              |                     | 1.0166                        | \$11,473,341            |         |                  |                            |                 |                    |                              |                     |                    |                     |

CareFirst BlueCross BlueShield  
Derivation of Desired Incurred Claims Ratio For Rates Effective July 1, 2012  
All DC Small Group

|   | Proposed     | DICR Last Filing<br>7/1/2010 |
|---|--------------|------------------------------|
|   | % Premium    | % Premium                    |
| Admin Costs                               | 18.2%        | 16.8%                        |
| Broker Commissions                        | 10.8%        | 9.4%                         |
| Contrib to Reserve                        | 2.4%         | 1.7%                         |
| Invst Income Credit                       | 0.0%         | 0.0%                         |
| Premium Tax / Community Health Investment | 2.0%         | 1.9%                         |
| Assessment Fees                           | 0.0%         | 0.1%                         |
| Federal Taxes                             | 0.6%         | 0.4%                         |
| State Income Tax                          | 0.0%         | 0.0%                         |
| Total Retention                           | <b>34.0%</b> | <b>30.3%</b>                 |
| Desired Incurred Claims Ratio             | <b>66.0%</b> | <b>69.7%</b>                 |

**CAREFIRST BLUECROSS BLUESHIELD  
COMMUNITY RATED GROUP ACCOUNTS OF 1-50 CONTRACTS  
DC**

**Calculation of Monthly Premiums**

- Step One:* Start with the base (Individual) rate for the corresponding Traditional or Preferred (PPO) Rider\* dental option  
*Step Two:* If benefit includes orthodontic coverage, add corresponding individual Rider orthodontic rate  
*Step Three:* For freestanding products, add a 15% load to the rate from step two  
*Step Four:* Round the rate to the nearest whole dollar  
*Step Five:* Multiply rate from step four by tier factors to develop tiered rates\*\*  
*Step Six:* Round the rates to the nearest whole dollar

**Example 1:  
Traditional Rider Option 2, ortho with \$800 lifetime max**

|                    |                                |         |
|--------------------|--------------------------------|---------|
| <i>Step One:</i>   | Rider Dental Base Rate         | \$32.00 |
| <i>Step Two:</i>   | Rate with ortho                | \$33.00 |
| <i>Step Three:</i> | Dental Rate                    | \$33.00 |
| <i>Step Four:</i>  | Rounded Rate                   | \$33.00 |
| <i>Step Five:</i>  | Individual Dental Rate =       | \$33.00 |
|                    | Ind + Child(ren) Dental Rate = | \$61.05 |
|                    | Ind + Adult Dental Rate =      | \$75.90 |
|                    | Family Dental Rate =           | \$92.40 |
|                    | CtM Dental Rate =              | \$33.00 |
| <i>Step Six:</i>   | Individual Dental Rate =       | \$33.00 |
|                    | Ind + Child(ren) Dental Rate = | \$61.00 |
|                    | Ind + Adult Dental Rate =      | \$76.00 |
|                    | Family Dental Rate =           | \$92.00 |
|                    | CtM Dental Rate =              | \$33.00 |

**Example 2:  
Preferred (PPO) FreeStanding Option 3, No ortho**

|                    |                                |         |
|--------------------|--------------------------------|---------|
| <i>Step One:</i>   | Rider Dental Base Rate         | \$27.00 |
| <i>Step Two:</i>   | Rate with ortho                | \$27.00 |
| <i>Step Three:</i> | Dental Rate                    | \$31.05 |
| <i>Step Four:</i>  | Rounded Rate                   | \$31.00 |
| <i>Step Five:</i>  | Individual Dental Rate =       | \$31.00 |
|                    | Ind + Child(ren) Dental Rate = | \$57.35 |
|                    | Ind + Adult Dental Rate =      | \$71.30 |
|                    | Family Dental Rate =           | \$86.80 |
|                    | CtM Dental Rate =              | \$31.00 |
| <i>Step Six:</i>   | Individual Dental Rate =       | \$31.00 |
|                    | Ind + Child(ren) Dental Rate = | \$57.00 |
|                    | Ind + Adult Dental Rate =      | \$71.00 |
|                    | Family Dental Rate =           | \$87.00 |
|                    | CtM Dental Rate =              | \$31.00 |

\* Note: Individual Preferred (PPO) Rider rates are determined by applying a factor of (1/1.24) to the corresponding individual Traditional Rider rates and rounding to the nearest whole dollar.

\*\* Note: Small Group Traditional & Preferred (PPO) Dental tier factors must follow those of Small Group Medical business.



**CareFirst BlueCross BlueShield (GHMSI & BlueChoice)**  
**Community Rated Group Accounts of 2-50 Contracts**  
**Jurisdiction: District of Columbia**

**TIER FACTORS**  
**Effective Date: January 1, 2005**

Development of Slope Adjustment Factor Based on Assumed and Desired Slopes

| <u>TIER</u><br><u>STRUCTURE</u> | <u>CONTRACT TYPE</u>    | <u>ASSUMED</u><br><u>MEMBERS PER</u><br><u>CONTRACT</u> | <u>Currently Effective</u><br><u>Tier Factors</u> |
|---------------------------------|-------------------------|---|---|
| TWO TIER                        | INDIVIDUAL              | 1.00  | 1.00  |
|                                 | FAMILY                  | 3.45  | 2.80  |
| FOUR TIER                       | INDIVIDUAL              | 1.00  | 1.00  |
|                                 | INDIVIDUAL & CHILD(REN) | 2.31  | 1.85  |
|                                 | INDIVIDUAL & ADULT      | 2.00  | 2.30  |
|                                 | FAMILY                  | 3.70  | 2.80  |

Note: The tier factors shown above follow those of DC Small Group Medical business.

**FREESTANDING FACTOR**  
**Effective Date: January 1, 2008**

1.15

CareFirst BlueCross BlueShield  
Small Group Dental Rate Filing

DC Rate Filing Effective 7/1/2012

## **APPENDIX**

**CAREFIRST BLUECROSS BLUESHIELD**  
**SMALL GROUPS DENTAL: Data & Recommendation for 7/1/12 Rate Action**

**DC SMALL GROUPS**

| RATE ACTIONS  |    |             |             |             |             |             |             |             |             |             |             |             |             |             |             |             |             |             |             | Proposed     |
|---|----|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|
|   |    | <u>1Q08</u> | <u>2Q08</u> | <u>3Q08</u> | <u>4Q08</u> | <u>1Q09</u> | <u>2Q09</u> | <u>3Q09</u> | <u>4Q09</u> | <u>1Q10</u> | <u>2Q10</u> | <u>3Q10</u> | <u>4Q10</u> | <u>1Q11</u> | <u>2Q11</u> | <u>3Q11</u> | <u>4Q11</u> | <u>1Q12</u> | <u>2Q12</u> |              |
| Traditional Rider Incremental BlueChoice            | DC | 5.0%        | 0.0%        | 0.0%        | 0.0%        | 6.7%        | 0.0%        | 4.6%        | 0.0%        | 0.0%        | 2.1%        | 2.6%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 3Q12<br>5.2% |
| Traditional Freestanding Incremental BlueChoice     | DC | 9.8%        | 0.0%        | 0.0%        | 0.0%        | 6.7%        | 0.0%        | 4.6%        | 0.0%        | 0.0%        | 2.1%        | 2.6%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 3Q12<br>5.2% |
| Preferred (PPO) Rider Incremental BlueChoice        | DC | 5.0%        | 0.0%        | 0.0%        | 0.0%        | 3.4%        | 0.0%        | 4.6%        | 0.0%        | 0.0%        | 2.1%        | 2.6%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 3Q12<br>5.2% |
| Preferred (PPO) Freestanding Incremental BlueChoice | DC | 9.8%        | 0.0%        | 0.0%        | 0.0%        | 3.4%        | 0.0%        | 4.6%        | 0.0%        | 0.0%        | 2.1%        | 2.6%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 3Q12<br>5.2% |
| Traditional Rider Renewal BlueChoice                | DC | 5.0%        | 5.0%        | 5.0%        | 5.0%        | 6.7%        | 6.7%        | 11.6%       | 11.6%       | 4.6%        | 6.8%        | 4.8%        | 4.8%        | 4.8%        | 2.6%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 3Q12<br>5.2% |
| Traditional Freestanding Renewal BlueChoice         | DC | 9.8%        | 9.8%        | 9.8%        | 9.8%        | 6.7%        | 6.7%        | 11.6%       | 11.6%       | 4.6%        | 6.8%        | 4.8%        | 4.8%        | 4.8%        | 2.6%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 3Q12<br>5.2% |
| Preferred (PPO) Rider Renewal BlueChoice            | DC | 5.0%        | 5.0%        | 5.0%        | 5.0%        | 3.4%        | 3.4%        | 8.2%        | 8.2%        | 4.6%        | 6.8%        | 4.8%        | 4.8%        | 4.8%        | 2.6%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 3Q12<br>5.2% |
| Preferred (PPO) Freestanding Renewal BlueChoice     | DC | 9.8%        | 9.8%        | 9.8%        | 9.8%        | 3.4%        | 3.4%        | 8.2%        | 8.2%        | 4.6%        | 6.8%        | 4.8%        | 4.8%        | 4.8%        | 2.6%        | 0.0%        | 0.0%        | 0.0%        | 0.0%        | 3Q12<br>5.2% |